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# DRUG & CHEMICAL MARKETS

ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

D. O. HAYNES & Co. Publishers No. 3 PARK PLACE NEW YORK U. S. A.

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VOL. V

NEW YORK, JANUARY 29, 1919

No. 21

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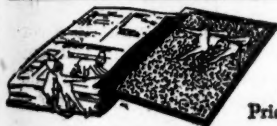
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## Argentina Needs Supplies

The Argentine Republic has been a good market for American dyestuffs and it is pleasing to hear from the correspondent of DRUG AND CHEMICAL MARKETS that shipments of colors received during the last few months are giving satisfaction. Evidently the Buenos Aires importers are now in touch with manufacturers in the United States and are getting goods direct without the assistance of middlemen, unfamiliar with the requirements and the best way to fill them.

The report refers particularly to aniline dyes. There is a demand also for natural dye bases and dyewoods, including indigo, turmeric, annatto, and for shellacs, turpentine, heavy oils and paints ground in oil. The correspondent says the market is bare of stocks and it is only a question of time whether United States manufacturers fill the orders or British firms. Quality and price will decide the source of future supplies wanted by Argentine importers.

Complaint is made that American varnishes are of poor quality as a rule and do not compare favorably with varnishes exported by England. High grade American varnishes are said to be held at prohibitive prices. Shipments of white lead from the United States have given entire satisfaction, both as to quality and price.

## Under the Webb Law

Manufacturers in many lines of industry are organizing associations for export trade. In the lumber field two organizations have been effected, one in the fir trade and another by the Southern Pine Association which held a meeting recently in Memphis at which more than forty mills were represented. The convention listened to Allen Walker, manager of the Foreign Trade Bureau of the Guaranty Trust Company of New York, who outlined what could be done under the Webb law and how to do it. Organization of large fertilizer and phosphate interests is now under way, and it is time that the chemical industry made plans to take advantage of the law.

In addition to the opportunity to find an outlet for surplus stock, there is promise of profit from the operation of the association to which the manufacturer belongs. After capitalizing and issuing stock, arrangements are made for selling agencies, or the business can be done through established export houses which act as agents. Prices are standardized by a committee and each manufacturer has a representative on the Board of Di-

rectors. The method of conducting the business is explained by Mr. Walker in a special article on page 5 of this issue of DRUG AND CHEMICAL MARKETS. The law offers unusual opportunities for the small manufacturer.

A phase of the export business which is attracting attention at this time is the transportation of parcels by post, and an invitation has been extended to exporters by the Post Office Department in Washington to exchange views at a meeting in Washington on Tuesday, February 11, on the expansion of the international parcel post. There are at present parcel post conventions with 44 countries, at the rate of 12 cents per pound and weight limit of eleven pounds, except to Ecuador, Mexico, Republic of Panama, and Salvador which enlarge the weight limit to 20 pounds. There is no convention with Canada or Cuba. Associations interested in this feature of the export trade should be represented at the meeting in Washington. The parcel post question appeals to certain branches of the pharmaceutical trade.

It is believed that two distinct associations will be necessary in the chemical trade, one for pharmaceuticals and another for industrial chemicals, owing to the separate fields in which the selling agents must work. Possibly the dyestuff manufacturers would want still another organization. The leading companies already have export agencies but if the smaller manufacturers get together an understanding might be reached regarding prices and agencies through which the products would be sold.

### Outlook In Fertilizer Industry

Congress will soon be called upon to decide whether the nitric acid plants built by the Government at an expense of approximately \$100,000,000 for munition purposes shall be scrapped as junk or transformed into fertilizer factories. The proposition to utilize the plants was endorsed by the American Institute of Chemical Engineers at their Chicago meeting, but there are several phases of the plan that should be investigated before action is taken in Washington.

Is the fertilizer industry to be made a Government monopoly? The action of the Department of Agriculture in selling direct to farmers a certain amount of nitrate of soda interfered with the regular business of the fertilizer dealers who had stocks of nitrate on hand. The Government had fixed the price at \$4.42½ per hundred pounds for 95 per cent and \$4.55 per hundred pounds for 96 per cent. The price of nitrate for farmers was fixed at \$81 per ton by the Department of Agriculture, which was said to be the cost price, and this price is lower than the fixed Government price. Dealers could not compete with the Department of Agriculture at these prices.

Is it proposed to run the converted nitric acid plants under Government supervision and compete with private manufacturers? The situation is already bad and further delay will make conditions worse, because orders for fertilizers have been held up pending readjustment of prices, and business

is at a standstill. The fertilizer manufacturers might lessen the demand for the Government plants if they would standardize their product and suppress the fakirs in the trade who have been selling fertilizer to farmers which contained little nitrate and less potash. Many eastern states have stringent laws regarding fertilizers, but the manufacturers need not wait for state officials to stop fraudulent practices, which are bound to bring Government action of some kind before long.

### Award of the Perkin Medal

The award of the Perkin medal to Dr. Frederick G. Cottrell adds another name to the list of distinguished chemists who have won new laurels by discoveries or inventions that have become widely useful and mark important steps in the progress of chemistry in the last fifteen years. Dr. Cottrell's precipitation process for removing soot, metals and chemicals from smoke has proved of great financial value to manufacturing interests and economic worth to the public because it has produced potash and other essential products and furnished relief from the acid fumes that were formerly spread over large areas by belching chimneys.

Dr. Chandler paid Dr. Cottrell a deserved tribute when he drew attention to the fact that the inventor had refused to accept any financial benefit from the discovery of the Cottrell process, the royalties from the use of which are paid to a corporation which is engaged in promoting scientific research. The Society of Chemical Industry, aided by the American Chemical Society and the American Electrochemical Society which have cooperated in the award of the Perkin medal from year to year, has shown pains-taking care and mature judgment in selecting the chemists to be honored in this way, and the selections have received the hearty endorsement of professional men and scientists, as well as commercial and industrial interests.

### BUSINESS MARKING TIME

For nine weeks running, recessions have outnumbered advances in a representative list of wholesale quotations, says "Dun's Review," and in retail channels, where accumulations of merchandise have resulted partly from unseasonable temperature over a wide area, some offerings are being made at material concessions.

But while certain markets have been lately turning downward, and though efforts to stimulate demand are increasing, the price reaction apparently has not yet gone far enough to promote the anticipated business revival, and the prevailing situation, in the broader sense, remains one of diminishing consumption and production.

This condition finds plain reflection in the decided halting of industrial activities, especially in the leading Eastern centers, and current reports of idle machinery and growing unemployment contrast sharply with the recent great manufacturing pressure and universal complaint of labor scarcity.



# Webb Law as Aid to Export Trade

## *How to Form Associations of Manufacturers and Control Sales in Foreign Markets*

By ALLEN WALKER, Manager Foreign Trade Bureau, Guaranty Trust Company of New York

SO many valuable privileges are offered to American manufacturers under the five short sections of the Webb Law, passed by Congress last year, that manufacturers in all lines have been studying its provisions and exploring its possibilities. That their conclusions are favorable as to the possibility of effective concerted action under the law is evidenced by the number of combinations already formed, and the even greater number either in process of organization or projected.

There is little need to rehearse here the legal handicaps imposed upon American manufacturers by the so-called Sherman Anti-Trust Act, and its younger companion, the Clayton Law. All manufacturers who have tried to sell in foreign markets, "on their own" or through export houses, know the great advantage which accrued to competitors from other countries because of the ability of the latter to sell in combinations. They know too the losses which have sometimes come upon them through trying to undersell competitors from among their own countrymen. That American trade had grown before the war to its really splendid proportions is a tribute, not to the wisdom of our law-makers and their appreciation of the value of foreign markets, but to the manufacturer's willingness to accept the risks and obstacles involved.

### War Gives Opportunity

The war gave us an unexpected opportunity to establish ourselves in foreign markets. The business men of the country now realize as never before that the future wealth and prosperity of the United States depends in large measure upon their ability to hold their position in the selling places of the world. Production here has been stimulated to a point that in the light of pre-war records is incredible. New industries were established almost overnight. Our productive capacity is now so great that we must sell abroad or face a period of over-production, and consequent unemployment and loss. The welfare of hundreds of thousands depends on our ability to maintain our present rate of production. We must have outlets abroad.

Of no industries is this more true than of those devoted to chemicals and drugs. The growth which we have seen in almost all lines has been more marked in this field than in any other. Great plants have been established on barren wastes, turning out tons of materials whose very names sounded strange to us five years back. We have become one of the world's chief producers of aniline dyes and other coal tar products. During the war much of this production went to the armies on the Western front. What shall we do with it now? Our chemists, more almost than any other manufacturers, must sell abroad. How shall it be done?

### Privileges Under Webb Law

Combinations under the Webb Law are the answer. The law is the result of insistent efforts on the part of forward-looking business men and legislators to give the American manufacturer privileges long held by his chief foreign competitors. It is to enable the small producer to sell, not in rivalry with all other small producers, but

in combination with them. It will enable American producers to meet combinations of foreign buyers with a united front to reduce their operating costs and thus reduce the price of goods to the foreign consumer. It is indeed the release that we have long been praying for.

Nor would I have you think that its advantages are all to be expressed in dollars and cents. Although the law was advocated for the release of American export trade, it will, we believe, accomplish not only this meritorious purpose, but provide the means whereby our full productive strength may be utilized in the reconstruction of devastated Europe, and in restocking the depleted shelves of neutral merchants and so supply the imperative needs of their people. Their new methods of collective buying can only be met logically by collective selling. It cannot help but enhance the dignity and prestige of the United States in the eyes of other nations. It will bind us closer to them by the ties of friendship that grow out of economic interdependence, and thus will make it easier for us to use our influence and power on the side of international justice and progress.

### Manufacturers' Position Stronger

One of the advantages of the Webb Law is that it enables the strength of combination to be applied to existing agencies and selling organizations for foreign trade, as well as to new cooperative bodies. Whether the merchants heretofore have sold through the medium of branch houses of their own, export houses, local dealers or traveling salesmen, the new law will enable them to continue their practice and strengthen it at the same time. We may do well to consider how this can be done.

Export houses, by which is meant self-organized, independent organizations existing to sell in foreign markets, have hitherto confined their dealing at this end to non-competing firms, for it was feared that handling competitive accounts rendered them subject to the provisions of Anti-Trust Laws. To groups of competing concerns combined into one type of export association or another, the export house offers selling, financing, and shipping facilities of such a varied nature that they can well be taken advantage of. The connections which export houses have built up abroad in a number of foreign countries are assets which a nation hungry for foreign trade is not likely to discard offhand. Manufacturers considering combinations under the Webb Law will therefore do well to consider the utilization of the existing machinery of the export house. To firms who have been accustomed to trading abroad through local dealers or through salesmen, the Webb Law makes available legal permission to make such agreements with competing concerns as to render the joint action in all the lines above enumerated both simple and legal. Always of course the firms entering into such an agreement must qualify themselves either jointly as an export association or company or as separate export associations or companies.

### Joint Selling Agency

But chief among the possibilities of the combinations under the Webb Law is the opportunity offered for the formation of joint selling organizations. Foreign Trade is so novel a proposition to the many small manufac-

turers, that they must inevitably welcome the opportunity afforded them. Already in so many lines have export associations of manufacturers been formed that it is now possible to see the evolution of several distinct types. It may be of some assistance if I undertake to describe two or three which have come under my observation.

In a certain American Industry, several of the members of which had already made attempts to build up an export trade, the chief handicap they had to meet in pre-war days was not foreign competition but underbidding by other American producers. Recently, rather than go into the market again under this handicap they decided to cooperate in some reasonable form of joint selling organization. With the knowledge that the sales manager of one of the concerns was available and that quarters could be secured in several countries, merely by taking over branches established before the war, a corporation of modest capitalization (in this instance, I think it was \$250,000, entirely paid up common stock) was organized under the law of one of the states, with its purposes carefully limited in the articles of incorporation to those permitted by the Webb Law. Membership was limited to those concerns who were willing to sell their whole export product through the corporation. Each member was to have but one vote and none was to be permitted to obtain a majority interest or dominating control.

#### Standardization of Prices

The corporation once formed, each participating concern executed an agreement with it, delegating to it the exclusive right to sell its export product during the life of the agreement. The prices of the product were to be determined by a Standardization Committee which passed on all price lists and catalogues, such Committee being appointed by the Board of Directors of the corporation on which, of course, a representative of each concern was seated. A small Executive Committee gave close direction to the operations of the Company. The corporation sells the export product at such prices as it can obtain and allots its orders fairly and impartially among the participating concerns upon terms decided by the Board of Directors. Each participating concern has bound itself to accept and execute such orders as are assigned to it up to its quota. The corporation takes the responsibility for the selling accounts and has agreed to pay up on each shipment within 30 days. For its services, the corporation takes a commission of 2½%. Its profits are to be divided in the form of dividends upon the stock held by the member concerns.

In another industry which has come under my observation, the export trade has hitherto been confined to several large concerns who maintained branch houses abroad or sold through export houses. During the war the smaller concerns who had not hitherto engaged in foreign trade increased their production to such an extent that it seemed obvious to them even before the signing of the Armistice that the cessation of hostilities would mean great overproduction. Survey of the export field, however, convinced many of them that there would be opportunities abroad for the selling of their products. It became apparent upon inquiry that the corporations already selling abroad would be unwilling to relinquish their branch houses or their relations with export houses, but they were not adverse to joining an export association which really represented the industry to an extent that prices to foreign buyers, terms, credits, grades, and other matters of common interest, could be controlled.

#### Fundamental Requirements

It must be remembered that the three fundamentals in the establishment of an export combination are:

- (1) Equitable basis for participation of all the factors concerned.
- (2) Satisfactory basis of allocation of orders.
- (3) Provision for those who already have established connections in foreign countries.

Plans have been worked out to take care of these provisions in almost any type of industry. With this assurance and with the assistance of a bank with adequate representation in the fields in which they expected to operate, a corporation was finally organized with purposes carefully limited to those permitted by the Webb Law. The capital stock was 5,000 preferred shares, par value \$100, and 5,000 common shares, the preferred shares to pay dividends at 7% per annum. Forty dollars was paid in on each share of preferred stock and sixty dollars was held subject to call. The common stock was issued as bonus, share for share. No member concern had more than one vote and no shares were sold to any save member concerns. Each had representation on the Board of Directors. This arrangement gave of course a working capital of \$200,000.

The agreement entered into by the member concerns with the Corporation was similar in some respects to the other of which I have spoken. The corporation was constituted the sole agent of the participating concern for the sale of its entire export product. This product is to be a specified percentage of the participating concern's output and is to consist of certain specified grades and quantities. The corporation fixes the prices at which it sells the export product, and bills and collects therefor in its own name. The participating concern has to standardize, label, mark, pack, and ship its export product as directed by the corporation, and to protect the latter in all claims by purchasers. The participating concern pays all freight and other charges to the seaboard, but the corporation pays all freight and other charges beyond the seaboard, as well as other selling expenses.

#### How Sales Are Made

Credit is given to the participating concern in a variety of ways. Thus the corporation may take from each member an option for a specified period upon certain grades and quantities at certain prices. If the corporation learns of a prospect, it communicates with each participating concern and fills the order from whichever participating concern names the lowest price. As compensation for its services, the corporation receives whatever profit it makes on the transaction. Out of its aggregate profits, however, the corporation retains only the amount necessary to pay seven per cent on its preferred stock and to maintain a reserve decided upon by the Board of Directors. The balance remaining is to be rebated to each participating concern in proportion to its sales to the corporation.

This agreement allows larger individuality of action to the member concerns than the other.

In both of these types of joint selling organizations, the organization itself undertook the work of selling abroad. This, however, is not a necessary characteristic of export associations. Such an association may find it wise to dispose of the export product of its members through the agency of an export house on commission or some other satisfactory basis.

The actual work of financing, selling, and effecting deliveries may be done by the export house. Such an agreement might be attractive to a small participating concern because it requires a minimum risk and overhead expense for the export association and at the same time promises better terms from the export house than the firms individually could expect; or the export association might decide to sell through local dealers or through a travelling

man or in any other way which may occur to them. Doubtless this form of export association will be formed for many of the smaller industries.

#### Law Covers Export Business Only

I have here barely outlined a few of the almost innumerable combinations possible under the Webb Law. What I have tried to do is to indicate lines of development which have been decided upon in two or three industries, available to their needs. Manufacturers, and smaller manufacturers in particular, are usually jealous of their independence and prone to look with suspicion at combinations which seem likely to take from them any of their control over their product. One of the main things for them to remember in effecting combinations is that the participating concerns should exercise control on an equal and not a proportional basis. The point on which we must dwell is that the Webb Law allows combinations for export trade only. Export associations and their members must not be led into any arrangement which shall serve to enhance or depress prices within the United States. The law says very clearly:—

"Whenever the Federal Trade Commission shall have reason to believe that an association or any agreement made or act done by such association is in restraint of trade within the United States or in restraint of the export trade of any domestic competitor of such association, or that an association either in the United States or elsewhere has entered into any agreement, understanding, or conspiracy, or done any act which artificially enhances or depresses prices within the United States of commodities of the class exported by such association or which substantially lessens competition within the United States or otherwise lessens trade therein, it shall summon such association, its officers, and agents to appear before it, and thereafter conduct an investigation into the alleged violations of law. Upon investigation, if it shall conclude that the law has been violated, it may make to such association recommendations for the readjustment of its business, in order that it may thereafter maintain its organization and management and conduct its business in accordance with law. If such association fails to comply with the recommendations of the Federal Trade Commission, said commission shall refer its findings and recommendations to the Attorney-General of the United States for such action thereon as he may deem proper.

"For the purpose of enforcing these provisions the Federal Trade Commission shall have all the powers, so far as applicable, given it in 'An Act to create a Federal Trade Commission,' to define its powers and duties, and for other purposes."

#### Must Register the Association

Finally, there is the duty laid upon the Association under the law of registering its organization and intention with the Federal Trade Commission. To utilize the Webb Act, the export association must be organized, and its organization must be known to the Government.

I have participated in the organization of industrial combinations for foreign trade under the Webb Law and in most instances I have found that the big job necessary has not been one of technique in the development of the right kind of organization but one of inspirational effort to induce the individual corporations to throw aside their little jealousies, suspicions, and differences and "get together" in real cooperative fashion to place their products in the markets of the world. Long ago the British manufacturers, who have been in the game for a hundred and fifty years, found that self-interest alone may not hold men together. Indeed, it sometimes separates them. It needs an ideal to hold men together permanently. The British manufacturers established what is known as the

British Empire League and other organizations which have developed the "ALL RED ROUTE," such bodies, having as their motif the presentation of the British quality product all over the world and against the whole world's competition. That they have succeeded, nobody today doubts. They did not do as the Germans did—namely, grant any old terms in order to get business and they proved the soundness of their policy when the British official liquidator arranged for the liquidation of the German firms in China in 1914. It was reported that not one single German firm in China ever liquidated in China was solvent—not one.

In this new day the banks have preceded the manufacturers and the leading financial institutions have established world-wide agencies whereby the American exporters may be adequately facilitated, not only in the matter of finance but in regard to trade information, credit ratings, and so forth. Naturally only the largest institutions equipped with the very widest kind of representation can meet the obligations which involve the financing of products in transit, in warehouse, at seaboard or port of entry, but it is a fact that there is no banking handicap today in the road of foreign trade expansion on the part of the United States.

#### DRUG CONTROL IN NEW YORK STATE

Albany, Jan. 27.—Plans for the enforcement of the law concerning the sale of narcotics have been formulated at a conference here of deputies of the Department of Narcotic Drug Control.

The State has been divided into three districts. First Deputy George H. Whitney and Third Deputy Rita A. Yawger have been assigned to the metropolitan district, second Deputy Addison T. Halstead to the western and Commissioner Richardson to the Albany district. Blanks have been sent to 30,000 persons or others affected.

The Department intends to have its representatives visit every person or institution authorized to possess, dispense or prescribe habit forming drugs to ascertain if their records comply with the law and, in case of violation, to enforce the law and take steps to have the offenders punished.

The American Druggist Syndicate has declared a dividend of 40c per share, payable March 15.

John F. Queeny, president of the Monsanto Chemical Works, St. Louis, is about to make another trip to Europe to study conditions in the chemical trade.

The Supreme Court has granted execution of judgment for \$4,125 against Herman S. Licht, chemical broker, for failure to accept 400 pounds of insoluble saccharin under a contract with the Lafayette Drug and Chemical Manufacturing Co., of New York.

Lieutenant A. Klipstein, Jr., Infantry, U. S. A., has again taken up his former connections with A. Klipstein & Co., 644 Greenwich Street, New York City, having just received his discharge from the army after a service of eighteen months. Lieutenant A. Klipstein, Jr. was lately attached to the General Staff.

The Du Pont Chemical Company has been formed at Wilmington, Delaware, by E. I. DuPont de Nemours & Co., the largest manufacturers of explosives for the government, during the war, to dispose of the large stocks of supplies left on their hands owing to the signing of the armistice and the consequent closing down of war plants. It is expected not only to dispose of supplies, but also the equipment of the plants.



### SALE OF THE HEYDEN CHEMICAL WORKS

**Gross Earnings in 1918 Amounted to \$4,933,171—  
Profits \$922,800—Net Income \$331,101—Plant  
Comprises Office, Laboratory and 17 Mill Buildings**

The chemical trade is watching with unusual interest the sale of the Heyden Chemical Works, at Garfield, N. J., on February 14, by the Alien Property Custodian. Anyone wishing to bid must first deposit a certified check for \$100,000. No inspection of the plant may be had except by a certified bidder or by one who deposits a certified check for \$50,000. These checks are applied to the purchase in the case of the successful bidders, or returned in the case of unsuccessful bidders. Upon acceptance of the bid, one-fourth of the price must be paid in five days, a second fourth in thirty days, a third in sixty, and the final fourth in ninety days.

The chief products of the Heyden Chemical Works are salicylic acid and its derivatives, acetylsalicylic acid (aspirin), formaldehyde and its compounds, saccharin, and medicinal products containing silver salts.

The factory group consists of an office, laboratory and seventeen mill buildings. The property embraces seven acres, free of encumbrance. The company is half owner in the American Condiments Company, a New York corporation, with a capital of \$5,000, organized principally for the purchase and sale of saccharin, and which company has acted as the Heyden's New York agent in the sale of saccharin products.

The company's balance sheet as of September 30 last shows assets and liabilities of \$2,403,675.80. The gross sales have increased from \$885,395.95 in 1913 to \$4,933,171.15 in 1918. In the same time the net profit has increased from \$88,904.90 to \$922,800.20 and the net income from \$61,131.65 to \$331,101. Income and excess profits taxes of about \$450,000 were paid in 1918 as against \$271,128.62 in 1917 and nothing at all before that date. The business has been exceedingly profitable during the war. In the first year of the war—Sept. 30, 1914, to Sept. 30, 1915, the net income, practically untaxed, jumped from \$41,310.36 to \$423,603.84. Every dollar of that net income was German owned.

The appraisal of the company's property shows a reproduction value, based on 1918 prices, of \$1,204,833.34. The appraisal figures follow:

Classifications	Reproduction Cost New	
	Based on 1914 Prices	Based on 1918 Prices
Land .....	\$ 35,000.00	\$ 38,572.00
Building Construction .....	205,345.62	388,540.74
General Machinery .....	167,097.33	307,492.46
Machinery Not in Use .....	2,859.72	5,383.00
Power Transmission .....	5,941.53	12,608.29
Power Feed Wiring .....	3,504.60	6,767.98
Dryers .....	1,181.60	2,036.00
Pipe and Fittings .....	13,225.70	26,451.43
Underground pipe .....	8,468.89	16,937.77
Tanks, kettles and containers .....	24,459.40	39,870.31
Sprinkler System .....	5,292.73	13,657.40
Fire Apparatus .....	644.00	1,065.24
Laboratory Apparatus .....	1,584.38	3,520.85
Electric Lighting System .....	1,155.27	2,307.54
Patterns .....	1,000.00	1,000.00
Trucks and Scales .....	1,897.76	2,401.65
Railroad Tracks .....	1,038.75	2,077.50
Auto Trucks .....	8,225.00	13,160.00
Factory Furniture and Fixtures .....	2,433.27	4,040.17
Fire Alarm System .....	513.00	855.00
Office Furniture and Fixtures .....	2,558.47	3,837.71
Miscellaneous Effects .....	5,444.43	8,740.49
	<b>\$449,271.47</b>	<b>\$ 851,323.58</b>
Organization and legal expenses, engineering, supervision, interest, taxes and insurance during construction and general contingencies, 15% .....	\$ 74,890.82	\$ 127,698.53
Total .....	<b>\$574,162.19</b>	<b>\$ 979,022.06</b>
Stores and Supplies .....	14,600.00	23,500.00
Total .....	<b>\$588,762.19</b>	<b>\$1,002,522.06</b>
Amount of Depreciation .....	113,654.53	202,311.28
Reproduction cost New .....	<b>\$702,416.72</b>	<b>\$1,204,833.34</b>

The property offered for sale includes:

(1) 747 shares of the capital stock of the par value of \$200 each—aggregating in par value \$149,400—which are all the outstanding shares, and three additional unissued shares held in the treasury of the company, the total of 750 shares representing the entire authorized capital stock.

(2) All the rights, interests and benefits created in favor of the Chemische Fabrik von Heyden A. G., of Radebeul, Germany—the German owners—dated June 7, 1906, between the said German concern and the Heyden, and also all rights and interest to any sums of money hereafter becoming due to the German concern under this agreement, and all demands or claims of any kind created or existing in favor of the German concern.

(3) All the United States patents and all interest held in them by the German concern. These are twenty in number and cover important chemical products.

(4) All the trade marks shown in Schedule B of the prospectus and all interest held in them by the German concern. These are twenty in number and include "Heyden-Sugar," "Calomelol" and "Acetylin."

(5) All the trade marks shown in Schedule C and all interest held in them by the German concern. These are five in number—"Crystalllose," "Apolysin," "Alcose," "Orphol" and "Sucrol."

The Heyden Chemical Works was chartered under the laws of New Jersey in November, 1900, being organized as a branch factory of the Chemische Fabrik von Heyden Aktiengesellschaft, of Radebeul, near Dresden. The German owning concern furnished the formulae with which the American offspring commenced the manufacture of pharmaceutical goods. The authorized capital stock issue of \$150,000 has never been increased. Its main office and sales department is at 135 William Street, New York.

The parent concern sent chemists under Dr. Robert Tichbein to operate and supervise the manufacture of its products here and this management continued until the Alien Property Custodian took over the property last July and placed James A. Branegan, of Philadelphia, in technical supervision.

Forleans, Ltd., of Montreal, has been incorporated to manufacture chemicals and dental preparations with a capital of \$100,000.

The marked weakness of phenol and downward price tendencies of this product are reflected in lower figures for salicylic acid, salol and other salicylates.

Synthetic Drugs Ltd, of Toronto, has been incorporated to manufacture drugs, chemicals and medicinal preparations with a capital of \$200,000. The provisional directors includes Stuart R. MacEwen, Charles N. Candee and James F. Edgar.

Stocks of wild cherry bark have been practically cleaned out in local markets as a result of the abnormally heavy demands brought on by the influenza epidemic, says an authority in the trade.

In view of the fact that present supplies of domestic botanical drugs are very small, no relief from high prices or scarcity is expected until the spring when new crops begin to make their way to this market.

Western glycerin refiners are not hesitating to cut prices in an effort to induce buyers to avail themselves of an opportunity to obtain cheap glycerin, the first in many months. Figures have been reduced twice for the C. P. product during the last week.



## Trade Comment and Gossip

The Huntington (Ind.) Brewing Co., became the Huntington Products Co., recently, and now it is the Huntington Chemical Company. The new company is capitalized at \$400,000, and will manufacture caffeine, tannin, acetates, toluol, phosgene, and xylene. Prof. P. A. West, of Johns Hopkins University, will have charge of production.

Dye extracts have been notoriously quiet for the past six months, which has increased the delight of the wise ones in the trade over the remarkable export demand for osage orange that recently developed—on paper. A first hand dealer recently sold 20 casks to a William Street house. So glowing was this sale written up that it became a "brisk demand for export that holds osage orange prices firm and makes advances probable."

The Trans-Oceanic Commercial Corporation, capital \$1,000,000, has been organized by the Distillers Securities Corporation. The business of the new corporation with be to facilitate the sale of industrial alcohol, which, according to Norman R. Sterne, president of the new company, is in great demand by foreign countries, and to take charge of exports of whiskeys, spirits, etc., for distillers. The chief output of the company will be industrial alcohol, although a general exporting and importing business will be done with Europe, South America, Mexico and Cuba. The directors of the Trans-Oceanic Commercial Corporation are Norman R. Sterne, Henry H. Wehrhane, Theodore F. Reynolds, Alvin W. Krech and Julius Kessler.

Swiss dyestuffs exported to the United States pass through France to the seaboard and come here in British ships. The consular agents of the United States, France and Great Britain enforce strict regulations regarding these shipments and require guarantees that the products and materials used in making them are not of German origin or manufacture, and the investigation ensures the bona fide character of the dyes. It seems hardly possible that German dyes could run this gauntlet successfully. Whether the inspection of goods shipped from Rotterdam is equally strict is doubted, and it is known of course that large quantities of toys and pharmaceutical preparations which were contracted for before the war have recently come into the United States from that port.

The plan of the International Agricultural Corporation to form a combination under the Webb-Pomerene Act and go after foreign trade, recalls the fact that this company, through its remarkable contract with the Tennessee Copper Company, controls a large tonnage of sulphuric acid and will probably become an important factor in the exportation of this important industrial chemical. The original contract called for delivery of the Tennessee Copper Co.'s acid at about \$4.81 per ton. With prices running up to \$16 and over during the war the International Agricultural Corporation has been in a very strong position in the acid market. The proposed foreign trade combination is being organized under the direction of Allen Walker, head of the Foreign Trade Department of the Guaranty Trust Company of New York, who is said to be the best informed man in the country on the foreign trade situation.

W. H. Ogborn, of Cincinnati, who has been a broker in drugs and chemicals for several years, has become sales manager of the Ault & Wiborg Co. Mr. Ogborn turned over his business to his stenographer, Miss Mary Thorpe, who has been in his employ for twelve years, as a token of his appreciation of her faithful service.

A committee headed by Professor C. E. Coates of Louisiana State University reported complete plans for a standard American polariscope at a recent meeting of the Louisiana branch of the American Chemical Society. A movement was started during the war by chemists all over the country to formulate plans for the manufacture of American polariscopes to take the place of the German and Austrian instruments which were cut off by the war. Professor Coates' plans will be turned over to a manufacturer who will rush the manufacture of the polariscopes, which are needed by the sugar chemists to test the amount of sugar in juices and syrups arising in the course of sugar manufacture. F. W. Leipsner was elected president of the Louisiana Chemists for 1919.

Harry Lawton, assistant treasurer of the Guaranty Trust Company of New York, believes the development of the consular service, will be a great aid in obtaining foreign business. He says: "Our consular service has improved greatly during the last several administrations. It is now much more efficient, but it is not yet adequately staffed to meet the necessities of the tremendous expansion of our foreign trade that has already begun. The merit system has given a new stimulus to the young men who have entered the service, and the growth of our foreign trade and the greater number of persons engaged in it have created an intelligent body of public opinion which has insisted upon certain minimum standards. But there is still opportunity for strengthening this branch of the Government by establishing adequate quarters, by raising the salary lists to a point which will attract the best type of experienced men and by making the chances of promotion liberal enough to render the service attractive as a life career."

Buffalo has been selected as the city where the American Chemical Society will hold its annual convention, opening April 7 and lasting the balance of that week. Dr. Clarence G. Derick of the National Aniline & Chemical Co. has been selected general chairman of the local committee. Other members of the general committee will serve as chairmen of special committees as follows: Smoker, F. A. Lidbury of Niagara Falls; excursions, W. H. Watkins; scientific meetings, David H. Childs, principal of Technical High School; banquet, Walter Wallace of Niagara Falls; finance, Dr. Fred Schoellkopf; registration and information, Dr. E. H. Strachan; programme, A. M. Williamson of Niagara Falls; hotels, Dr. John A. Miller, city chemist; exhibits, F. F. Lowe of Niagara Falls and W. H. Watkins; publicity, Henry B. Saunders; invitations, David W. Sowers and F. J. Tone; ladies, Mrs. J. F. Schoellkopf, Jr.; reception, E. H. Hooker of Niagara Falls. Other members of the committee are G. P. Fuller of Niagara Falls, L. A. Chamberlain, H. S. Lichtenberg, A. C. Parson, R. E. Fowler, Dr. Albert P. Sy and D. B. Stevens.

## VEGETABLE PRODUCTS OF CHINA

### Rapeseed, Rhubarb, Safflower, Tallow, Varnish and Wood Oil Exports to the United States Discussed in Report to Department of Commerce—Warning to Buyers

Exports of vegetable products from China to the United States are discussed by Julean Arnold, commercial attache at Peking, in a special report to the Department of Commerce, following the first report on these products which appeared in **DRUG AND CHEMICAL MARKETS**, December 25. Mr. Arnold says:

Rapeseed is a very important product in the Yangtze Valley, more especially in the central section. It is a winter crop, being ready for harvesting in April, before the planting of rice, cotton, and certain other crops. It yields about 600 pounds of seed to the acre. There are three plants under this designation, all members of the cabbage family, known to the Chinese as small and large "oil vegetable," and producing brown, yellow, and varicolored seeds. At one time a large section of China depended on rapeseed oil for its illuminant but kerosene has reduced its popularity enormously. The yield of oil is about 32 per cent. It is extensively used for cooking and for composition in Chinese candles. It is exported for use in the manufacture of soft soaps and steel. In the manufacture of China. The country exported in 1917 600 tons of to harden them.

Rhubarb is an important article in the pharmacopoeia of China. The country exported in 1917 600 tons of rhubarb, valued at 125,000 taels, mostly from Szechwan. Rhubarb is a root which grows in Chihli, Shensi, Kansu, Hupeh, Szechwan and Tibet. The most expensive rhubarb comes from Shensi. On the average, the Szechwan rhubarb is very good. Good rhubarb is of a reddish-yellow color, variegated or mottled, and firm in texture. The pieces should be dry and not too light. When chewed the root should grate upon the teeth, have a bitter and sharpish rather than a smooth flavor, and color the saliva with a deep yellow tinge. The roots are dug up when from 6 to 7 years old, just before the flowering season, which occurs during the third and fourth moons, and again during the seventh and eighth moons after the seed has ripened. They are then peeled and cut into pieces, placed on strings, and hung up to dry.

Safflower is cultivated in Szechwan, where it is used for producing a beautiful red liquid for dyeing silks. It is used also in rouge. It makes a valuable oil, and the powdered cake is a nutritious cattle food. In semi-arid regions it is adapted to dry-farming methods.

The potentialities latent in certain products and industries in China were shown in the development of the soya bean. The phenomenal growth of the export trade in sesame seed is another instance. Up to 1897, sesame seed was scarcely mentioned as an article of export, amounting in value in the year mentioned to less than 50,000 taels, the highest value ever reached up to that year. Prior to the outbreak of the war, the exports one year reached 164,000 tons, valued at 12,000,000 taels. The war has so reduced tonnage and increased freight rates that this trade (in a bulky product) has suffered severely. During 1917, only 15,000 tons, valued at 1,000,000 taels, were exported.

Vegetable tallow is produced from a bean or seed of a tree which grows wild in hilly sections of South, Central, and West China.

Varnish is produced in China from a tree commonly spoken of as the varnish tree, which is found in abund-

ance in the mountains of Hupeh, Kweichow, and Szechwan. The varnish is taken from the tree after it is about 6 inches in diameter by tapping at intervals of from 5 to 7 years until the tree is 50 or 60 years of age. A good-sized tree will yield from 5 to 7 pounds of varnish. The natural color of the crude varnish as applied is black. It is considered the most indestructible varnish known. One peculiarity is that it hardens only in a moist atmosphere.

China has risen rapidly in the vegetable-oil world, for within two decades the country has developed a trade in these oils that now nets 30,000,000 taels (a like amount in United States currency) per year. Wood oil is of particular interest to the United States, as the country takes 75 per cent of a total annual export from China, amounting to 30,000 tons. It has the following uses:

Wood oil is the oil taken from the nuts of two varieties of the Aleurites. While the trees are different, the oils by chemical analysis are identical. According to Wilson's "A Naturalist in West China," the "Tung yu" is essentially a hillside plant, thriving in the most rocky situations and on the poorest of soils where there is a minimum of 29 inches of rainfall, although it will withstand drought as well as a few degrees of frost.

Buyers must safeguard themselves from adulterated oil, as it is a common native practice to add the cheaper native bean oil. Efforts are being made to cultivate the wood-oil tree in America, with apparent success.

### NEW PROCTER & GAMBLE STOCK

Cincinnati, Jan. 27—The directors of the Procter & Gamble Co. have voted to dispose of 37,955 shares of its unissued common stock, par value \$100 each, being a part of the increase authorized by the stockholders on Dec 15, 1912. The stock is to be offered at \$300 a share to holders of record on Feb. 15 of outstanding common in the proportion of one share of new for every four shares of old.

There will be no fractional shares, but instead non-dividend bearing scrip will be issued and be paid for at the rate of \$300 a share by those entitled to subscribe, and when presented in sufficient amounts to equal one or more full shares may be converted into common shares. Books close Feb. 15 and reopen Feb. 24.

The usual quarterly dividend of 5 per cent was declared on the common stock, payable Feb. 15 to holders of record Jan. 25.

### AGREEMENT ON REVENUE BILL

Washington, Jan. 27—The conferees on the Revenue bill have reached a complete agreement on all points of difference. The announcement was made by Senator Simmons, who said no intimation could be given of how the conferees had agreed to settle their differences, because to do so would invite a deluge of telegrams and letters and pressure of all sorts from every business interest in the country to secure or prevent proposed changes in the bill.

The conferees now expect to be able to draft all necessary amendments composing the subjects of controversy between the two Houses by Wednesday, when a final conference will be had and the report will be made to each House.

Sales of United Drug Company (Consolidated) for the year 1918 are definitely ascertained to be in excess of \$51,000,000 without the English business. Figures from the English branch are not yet available. The United Drug's manufacturing business alone increased over 40 per cent.

## CHILEAN NITRATE OUTPUT IN 1918

## Normal Conditions Not Expected Until Stocks in Control of the Allies are Consumed—Synthetic Nitrate Will Soon Compete With Natural Product

(Special Correspondence to DRUG AND CHEMICAL MARKETS)

London, January 18—In reviewing conditions in the nitrate of soda market in 1918, W. Montgomery & Company, Ltd., say:

During the first month or two of 1918 the recession of prices which began in 1917 continued, and quotations which were about 12s 6d per quintal (about 101.61 lbs.) f. o. b. Chile in January, became about 10s 6d per quintal by the end of February. It was found necessary to bring about an improvement to compensate for the increased cost of production brought about by higher exchange, dearer fuel, sacks, labor, etc., but progress was slow and it was not until the middle of May, 1918, that anything like definite improvement began to take place in anticipation of the higher prices which were to be brought about by closer co-operation of coast producers.

Early in June some understanding between the Allies and producers resulted in the sale of a considerable quantity to the Government at an advance of 1s per quintal, thus leveling up the price to 12s 6½d and 13s ½d per quintal respectively for ordinary and refined qualities, leaving the producers still hoping that with the assistance of the Chilean Government they would manage to obtain another 1s per quintal for further supplies. In July the matter was compromised and 6d more brought prices to 13s ½d and 13s 6½d per quintal for ordinary and refined respectively, on which basis business was done until the signing of the armistice resulted in a cessation of purchases.

It is quite evident that nitrate producers have an anxious time ahead of them. Until Government restrictions are removed all buyers may be said to be out of the field, and even when those restrictions are rescinded the scanty supply of freight must necessarily tax the resources of producers to the utmost to tide over the interval between stagnation and activity. It is almost certain that the present nominal prices of 13s ½d and 13s 6½d per quintal can no longer exist under the new order of things.

The following figures may have a little interest as showing some variations which occurred during the period of war.

	31st Dec., 1914.	31st Dec., 1917.	30th June, 1918.
Stock in Chile in quintals.....	23,556,000	19,186,000	20,725,000
Production in quintals.....	21,402,000	33,122,000	31,628,000
Shipments in tons to all parts.....	634,000	1,526,000	1,342,000
*Prices, highest and lowest free on board Chile .....	7s6d 5s9d	16s3d 10s	12s4½d 10s6d
Freights, highest and lowest, Sail 20s-30s- .....	none	none	none
Steam .....	20s-30s-200s-180s	185s	Nominal

\*Refined quality generally commanded from 3d to 6d per quintal more

In considering the phases of this after-war position one must not forget that without the aid of 9,000,000 quintals (400,000 tons) from German oficinas, production has exceeded by about 2,000,000 quintals the maximum pre-war figure, which was then felt to be so burdensome that schemes were being considered by the producers for the protection of prices. Now as the German oficinas will again be re-opened by the Germans themselves or by others there is the possibility of production increasing to 73,000,000 quintals or more.

Meantime we have the unknown quantity as to German supplies of synthetic nitrate or some kindred article. In America the manufacture of synthetic nitrate

is said to be making progress and expected to make rapid progress in the next year or two.

Sulphate of ammonia likewise as a competitor is not to be overlooked, but nitrate of soda is, we believe, a long way the favorite, and, given that price is not too disadvantageous, would, as a rule, be preferred to any of these other nitrogenous articles. Stocks in the hands of the Allies also will have to be consumed before anything like normality returns to the market, but consumers would do well not to rely too much upon obtaining anything in the shape of bargains from that cause throughout the present season, nor does there indeed appear to be any good reason for Government stocks to be thrown on the market injudiciously.

In this country as in other countries in time of war, the land must have suffered owing to an insufficiency of fertilizers and labor, at least to the extent of not yielding her full increase, and for these reasons therefore we must expect a large demand for all kinds of manures. Fertilizers in abundance will also be required for those large tracts of land, previously derelict, which have recently come into cultivation. For some time therefore we may reasonably expect to have a very good market for nitrate which is readily available for application during the coming season.

For producers, however, the position is at the moment an anxious one, and means are being sought by them for safeguarding their interests in the direction of centralization of sales from Chile. Of the *modus operandi* proposed we are ignorant, therefore are unable to discuss its value, but we have our own opinion that it is a nostrum which will not in the end be found of benefit to the industry.

## VALIDATING WAR CONTRACTS

(Special to DRUG &amp; CHEMICAL MARKETS)

Washington, D. C., January 27.—After a number of weeks of discussion and consideration, the Senate Committee on Military Affairs has rendered a favorable report on the bill to validate army contracts that were not regularly entered into according to law. The House of Representatives adopted the Dent bill some weeks ago, but exception was taken to this by the business interests involved because it was felt that too much power was vested in the Secretary of War.

Under the terms of the Dent bill, the contractor interested in any claim could not appeal from any decision of the War Department because of the failure of the proposed legislation to provide for the validation of the contracts improperly let. The informal contracts have no standing in law, and the refusal of the Government to recognize them in this way, prevents the taking of an appeal to the courts.

The War Industries Board prepared a measure which was presented to the Senate; the United States Chamber of Commerce was active in the work of getting adequate legislation; other organizations, including the bankers, individual industries, and organizations, all offered their suggestions. There were many phases of the problem to be considered, and a great deal of time was occupied in the Senate Committee in listening to all interested parties. It is believed that the bill reported to the Senate, to be substituted for the Dent bill, will meet the approval of contractors.

The Senate measure will validate the informal contracts, at the same time giving the Secretary of War authority to proceed with adjustments and payments under those contracts, and providing for the taking of appeals.



## AMERICAN DYES IN ARGENTINA

(Special Correspondence to DRUG &amp; CHEMICAL MARKETS)

Buenos Aires, Argentina, December 26, 1918.—The United States is by far the largest exporter of dyes, paints, varnishes and dyestuffs to the Argentine. Before the war nearly all of these came from Europe and principally from England. A few American houses, even before the war, had been doing a large export trade to South America in ready made paints and enamels. England furnished varnishes, paints ground in oil, and natural dyestuffs. Anilines and crude dyes came from Germany and Switzerland.

During the war large shipments of white lead were made from the United States to the Argentine and have given satisfaction as to price and quality. There is some complaint regarding American varnishes. It is stated they are expensive and of poor quality, having generally a benzine or petroleum base, and cannot be compared with the varnishes exported by England to this market. High grade American varnishes are sold at prohibitive prices and therefore will have no extensive market.

While the first shipments of American aniline dyes were not satisfactory, the shipments received during the last few months are giving satisfaction, and no doubt American made anilines have come to stay in this market. Dyers, as well as manufacturers, are satisfied with the results.

There is an excellent field here for natural dyestuffs, such as indigo, madder, turmeric, carmine, annatto, Prussian blue, bone black, umber, oker; also shellacs, turpentine, heavy oils, and for paints ground in oil. With the exception of white lead no such paints have been exported from the United States. There is no stock on hand and the trade is waiting for shipments. Quality and price are naturally of first importance.

## MERRIMAC CHEMICAL CO'S FINANCES

The Merrimac Chemical Company, incorporated under the laws of the Commonwealth of Massachusetts, has filed with the Commissioner of Corporations the following statement:

ASSETS			
	1918	1917	
Real estate, mach & equip.....	\$4,228,404	\$4,097,848	
Merchandise .....	2,007,308	1,547,421	
Cash and debts rec.....	848,048	971,849	
Liberty bonds .....	406,800	.....	
Items prepaid and misc.....	264,462	349,057	
Investments .....	98,770	97,682	
Total .....	\$7,853,792	\$7,063,857	
LIABILITIES			
	1918	1917	
Capital stock .....	\$3,528,000	\$3,528,000	
Accounts pay .....	1,361,413	1,406,380	
Federal taxes, accrued items not due .....	874,447	106,829	
Surplus .....	2,089,932	2,022,648	
Total .....	\$7,853,792	\$7,063,857	

## VERDICT FOR \$16,647 FOR H ACID

Frank Hemingway, Inc., obtained a verdict in the Supreme Court, on Wednesday, against Marden, Orth & Hastings Corporation for \$16,647, for failure to deliver 12,000 pounds of H acid according to contract. The price said to have been agreed upon was \$1.90 per pound. War demand put the price to \$3.25 per pound. Max D. Steur, 42 Broadway, was attorney for the plaintiff, and Huntington, Rhinelander and Seymour appeared for the defendant.

## BUTTERWORTH-JUDSON STOCK CONTRACT.

The stockholders of the Butterworth-Judson Corporation learned for the first time at the annual meeting on Tuesday, that the Board of Directors had sold to the syndicate which handled the underwriting of the company's stock, an additional block of \$500,000 of the original issue of preferred stock at par.

The syndicate agreed to place the issue of \$2,500,000 shares of preferred stock, but disposed of only \$2,000,000 of the issue. The contract was made when the Butterworth-Judson Corporation took over American Syndicate Dyes, Inc., in 1917. In the summer of 1918 the syndicate was called upon to complete the agreement and took the remaining \$500,000 preferred stock at par. The corporation received \$500,000 cash and the syndicate has 5,000 shares of 7 per cent cumulative preferred stock. No dividends have been paid on this stock.

The Board of Directors was re-elected: William A. Bradford, T. L. Chadbourne, Jr., S. B. Fleming, J. J. Watson, Jr., C. E. Mitchell, G. M. Dahl, L. M. Baldwin, W. H. Aldridge.

## SELLING TIN IN SMALL LOTS

A circular has been sent to the tin trade by John Hughes, chairman of the sub-committee on pig tin of the American Iron & Steel Institute, stating that the Government authorities have decided to authorize the United States Steel Products Co. to fill all orders at the Government prices of 72½¢ per pound, f. o. b. shipping point from Chicago and the East, and 71½¢ per pound Pacific coast ports, regardless of the quantity desired. The Steel Products Co. therefore will accept all orders, ranging in quantity from one pig, (or approximately 100 lbs.) and upward at the Government price without profit.

F. B. Webster, one of Boston's oldest business men, died at his home, 28 Greenwich Park, a few days after reaching his 90th birthday. He was a native of Littleton, N. H., where he was born on Dec. 20, 1828. He went to Boston in 1856, and obtained work with George C. Goodwin & Co., wholesale druggists. This concern later became one of the largest in its line of trade in this part of the country, and in time Mr. Webster was taken into the concern as a partner. The firm was one of those merged in the Eastern Drug Company.

The Parsons Chemical Works, Grand Ledge, Mich., has elected the following officers at the yearly meeting: President, Harry S. Rood, professor of chemistry at Michigan Agricultural College; vice-president, Cornelius Maris, manager of the Grand Ledge Chair Co.; secretary-treasurer, Romeyn G. Parsons, M. R. Streeter and Mrs. Leona Niles with the above officers make up the board of directors.

## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Am. Ag. Ch.....	100½	102	Grasselli .....	180	185
Am. Cot. Oil.....	41	42	Int. Agricul., pf.....	56	58
Am. Cyan.....	25	35	Int. Salt .....	52	60
Am. Cy pf.....	55	65	K. Solvay .....	165	165
Am. Druggists S.....	11½	..	Merrimac .....	90	93
Am. Linseed .....	48	49	Mulfrd Co. ....	55	60
Am. Malt .....	1½	2	Mutual Co.....	150	..
Barrett Co.....	110	112	Niag. A. pf.....	87	92
By. Prod. Co.....	112	117	Nat. A. & C.....	15	16½
Caselt. Co.....	40	..	N't A. & C. pf.....	68	72
Day Chem.....	..	..	Penn. Salt .....	84	87
Distillers' Secur.....	52	53	Rollin Ch.....	40	50
Dow Chem.....	180	190	Rol. Ch. pf.....	80	90
Dow Ch. pf.....	92	96	Semet S.....	175	183
Elec. Blech.....	..	..	Smith Ag. C.....	175	182
Fed. Chem.....	..	90	Solv. Proc.....	220	..
Fed. Ch. pf.....	98	101	Stand. Ch.....	70	90
Free Tx. nw.....	34	35	Un. Drug .....	93	94
Gen. Chem.....	165	170	U. S. Indus. Alco.....	99	101
Hk Electro.....	70	..	Va.-Car. Ch. pf.....	112	112½
Hk Elec. pf.....	70	85	Va.-Car. Chem .....	51	52



**BILL TO PROTECT CONTRACTORS***(Special to DRUG AND CHEMICAL MARKETS)*

Washington, D. C., Jan. 27.—Failure rightly to perform or complete contracts, because of orders or regulations issued by the Government during the war, will not be a basis for suits for damages by contracting parties under the terms of a measure which has just been introduced into Congress by Senator Overman of North Carolina, which provides that the fact that such regulations were issued by the Government and were the cause of the non-performance of contracts will comprise a sufficient defense to such actions.

The measure provides that "any order or regulation or direction of, or undertaking entered into at the request of, the President, or under his authority, or under color of any law of Congress, including priority, preference, distribution and curtailment orders and regulations, made or entered into at any time during the present war, shall be a defense \* \* \* in all courts to any action or prosecution, civil or criminal, pending or to be commenced, for any act done, or act omitted to be done, under or by virtue of or in compliance with such order or regulation or direction or undertaking, or under color of such law, by any officer or person to whom such order or regulation or direction or undertaking was addressed, or for whom intended or by whom entered into."

Section 2 of the bill provides that where the performance of any person, firm or corporation of any contract or obligation is or has been interfered with by compliance, on the part of himself or itself or any other person, firm or corporation, with any priority, preference, distribution or curtailment order or regulation, such compliance shall be a defense to any action brought against such person, firm, or corporation, in respect of the non-performance of such contract, so far as the same may be due to such interference.

The bill has been referred to the Senate committee on the judiciary.

**OCEAN FREIGHT RATES CUT**

A 66 per cent reduction in rates to the United Kingdom was announced on Monday by the North Atlantic Conference Lines and precipitated the restoration of virtually a free market in ocean freights.

The Conference Lines cut the rate from \$3.50 to \$1 per 100 pounds and from \$1.75 to 50 cents per cubic foot.

The stimulative effect on business of the reduction in rates was shown at once by the greater activity in brokerage circles. The representative of one of the leading freight brokerage houses reported that he had booked at least five times more cargo for shipment to the United Kingdom than on any one day for months previously.

Washington, January 27.—To meet the cut in transatlantic freight rates made by British ship owners, the Shipping Board tonight announced a reduction of about 66-2-3 per cent in tariff charges between Atlantic and Gulf ports and ports in the United Kingdom, France, Italy, Belgium and the Netherlands.

The new rate to the United Kingdom is \$1 per 100 pounds, or 50 cents a cubic foot, against the old rate of \$66 a ton, while the rate to Havre, Bordeaux, Antwerp and Rotterdam is \$1.25 per 100 pounds, or 65c per cubic foot, against the old charge of \$66 a ton.

To Marseilles, Cette, Genoa, and Naples the new rate is \$1.60 per 100 pounds, or 85c per cubic foot, against the old rate of \$71.50 to \$75 per ton. Rates based on weight or measurement are at ship's option.

**News of Companies**

The Shelby Chemical Co.'s hardwood by-products works at the Shelby iron furnaces, Shelby, Ala., will begin operations in February. The output will include wood alcohol, acetate of lime and acetone.

W. B. Bell of Columbia, Tenn., has been elected a member of the Board of Directors of the Brown Chemical Co., of Nashville.

The Schofield Oil Company, 25 Beaver Street, New York, has awarded a contract to Frederick Kilgus, Inc., 13 South Sixth Street, Newark, N. J., for the erection of a new reinforced-concrete building at its works at Avenue R and the Passaic River.

The Kentucky Glycerin Company, Wilmington, Del., has been incorporated with a capital of \$100,000 to engage in the production of glycerin in Kentucky. G. D. Hopkins, C. R. Mudge, and A. M. Gorman, Wilmington, are the incorporators.

The Wood Reduction Company, Hattiesburg, Miss., has increased operations at its plant for the extraction of by-products of pine from pine stumps. It is understood that the company is planning to dispose of the wood fiber waste from the plant to various paper mills, to be utilized for the manufacture of wrapping paper and cartons.

Peet Brothers Manufacturing Company, Kansas City, Mo., manufacturer of soaps, has awarded a contract for the construction of a new one-story and basement administration building at its plant, about 50 x 200 feet. The Bicknel Construction Company, Inter-State Building is the contractor.

The Globe Grain & Milling Co., Los Angeles, Cal., has awarded a contract for the construction of two new reinforced-concrete buildings, to be used for a hydrogen and oxygen plants, about 40 x 80 feet and 60 x 110 feet, respectively. The structures are estimated to cost \$25,000.

Cincinnati is to have the honor of entertaining the King and Queen of Belgium, according to advices received by G. A. Aerts, of the foreign trade department of the Ault & Wiborg Company, Cincinnati, and Belgian consul. Mr. Aerts has been informed that King Albert, Queen Elizabeth and Cardinal Mercier will include Cincinnati on their itinerary during their expected visit to this country next spring.

The Owl Drug Company reports a very large increase in the volume of business in 1918 and has declared its twenty-fourth semi-annual dividend of eight per cent on its preferred stock. During the year it opened new stores at San Francisco, Los Angeles, Seattle and Minneapolis, making a total of twenty-nine all of which but three are located on the Pacific Coast.

George R. Merrell, J. S. Merrell Drug Company, has been elected chairman of the division of chemicals, drugs, medicines and druggists' specialties of the St. Louis Chamber of Commerce. Other members of the division are: vice-chairman, Celsus O'Rear, Blackwell-Wielandy Book & Stationery Company; C. L. Chittenden, Schroeder & Tremayne; W. C. Hayhurst, Parke, Davis & Company; Carl F. G. Meyer, Meyer Bros. Drug Company.

## The Drug & Chemical Markets

### MENTHOL PRICES SEVERELY CUT

**Heavy Imports and Slow Demand Causes Reduction—Glycerin Weak—Coumarin and Denatured Alcohol Lower—Camphor Quotations Firm—Salicylates Decline**

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

#### Advanced

Camphor, Jap. ref., 15c lb.	Elm, select, 2c lb.
Sugar of Milk, pd., 2c lb.	Buchu, lg., alt., 25c lb.
Oil geranium, rose, Alg., 50c lb.	Sassafras, ord., 1c lb.
Oil lavender flowers, U. S. P., 1 lb.	Soap bark, cut, crshd., 1c lb.
Aspidium (malefern), 33 lb.	Witch hazel bark, 1c lb.
	Juniper berries, 1c lb.
	Pink root, true, 3c lb.

#### Declined

Acetone, 4c lb.	Red precipitate, 12c lb.
Alcohol, den., 3c gal.	White precipitate, 11c lb.
Ammon. bromide, 15c lb.	Mercury with chalk, 5c lb.
Ammon. salicylate, 30c lb.	Potassium bromide, 15c lb.
Coumarin, 32 lb.	Silver nitrate, 24c oz.
Cream of tartar, 5c lb.	Sodium bromide, 10c lb.
Dragon's blood, reeds, 50c lb.	Strontium bromide, 10c lb.
Glycerin, C.P., 1/2c, Dyn., 1c lb.	Thymol, crystals, 1 lb.
Menthol, 1 lb.	Acid pyrogallie, 40c lb.
Mercury bisulph., 11c lb.	Oil almond, bitter, 1 lb.
Blue mass, 5c lb.	Oil cloves, 10c lb.
Blue oint., 5c lb.	Oil lemon, 30c lb.
Mercurial Oint., 7c lb.	Oil limes, expr., 50c lb.
Calomel, 11c lb.	Distilled, 10c lb.
Corrosive sublimate, 10c lb.	Gelsemium root, 1c lb.
	Jalap root, 10c lb.

Sharp price declines and a development of weakness among some of the important medicinal chemicals has characterized the market for these products during the past week. Crude drugs as a whole have been rather inactive with a few soft spots coming to light. Essential oils retained most of their firmness with a few exceptions. The volume of business which passed was light.

Refiners of glycerin report that there has been little or no business to sustain the market and the weakness, which has been characteristic for some time past, is more pronounced than ever. This condition is particularly true of dynamite glycerin. Explosive manufacturers cannot be induced to enter the market at this time.

Recent imports of menthol crystals have been heavier than for months. This situation has induced considerable manipulation and selling competition among dealers in this market. Sharp price declines have resulted, but have failed to stir up much consumer interest. Cable advices from Japan announce the expectation of lower prices at the source from now on. This has aided in weakening the local market.

Ability to obtain bromine in quantity at lower figures has enabled manufacturers to cut the price of bromides.

Salicylic acid and salicylates have been reduced. Makers have been able to secure plentiful supplies of carbolic acid at a figure almost as low as the pre-war price.

Manufacturers have again reduced the prices for mercurials. The weak condition of the quicksilver market and cheaper metal have been responsible for the change.

Falling off in demand has sent the price of coumarin down sharply. Thymol is somewhat lower, although some manufacturers maintain that the price is still

\$14.00 without change. Denatured alcohol has again declined owing to large accumulations of supplies. Acetone is reported lower. Continued scarcity of buchu has forced up the price twenty-five cents. Newfoundland cod liver oil is \$5 a barrel lower on larger stocks.

Owing to the reduction in ocean freight rates, it has been predicted in the trade that the volume of export business will increase very rapidly in the near future.

**Acetone**—In keeping with a lower figure for acetate of lime, manufacturers have cut quotations for acetone four cents a pound and now offer supplies at a range between 15 1/2c and 16 1/2c.

**Alcohol**—Accumulations of supplies of denatured alcohol has been the reason for manufacturers to reduce prices further. The 180 proof is available at 53c@54c a gallon and the 188 proof ranges one cent higher. This marks a reduction of about three cents a gallon. Wood alcohol is in short supply at \$1.20 for the 95 and \$1.22 the 97 per cent. Second hands are charging up to \$1.30 in barrel lots and higher for less quantities. U. S. P. alcohol is unchanged at \$4.95 per gallon.

**Bromides**—Cessation of war demand has begun to make itself felt in the liberation of a large portion of the bromine production for the manufacture of medicinal chemicals and a marked reduction in the price of bromides produced from cheaper raw materials. Potassium bromide is now quoted at 55c@56c a pound for the crystals, and 50c@51c for the granular, 15c lower than the former price. Ammonium bromide has declined a like amount and manufacturers are selling at 55c@56c a pound. Sodium bromide is ten cents lower at 50c@51c a pound. A similar quotation is current for the strontium salt. All products U. S. P., lower range price subject to an order of 100 pounds or more of potassium bromide and 50 pounds for the other bromides.

**Buchu**—Holders of supplies of both short and long are asking 25c more per pound on account of the acute scarcity. Stocks of the long are said to be off the market, quotations being strictly nominal. The short is available in small quantities at \$3.25 a pound.

**Camphor**—The scarcity of this product continues to hold the market firm. Demand is brisk and holders of spot goods have again sent up the price. For the Japanese refined in two and a half pound slabs \$2.80 per pound is now the price. This figure represents an advance of 15c above quotations of a few days ago. For tablets, 16s, 24s and 32s, any price between \$2.90 and \$3.00 per pound is within the range of the market. Imports are very limited and sellers continue to dominate the situation. The monobromated is selling unchanged at \$4.00@4.10 a pound in manufacturers' lots.

**Cod Liver Oil**—Owing to larger supplies of the Newfoundland oil being obtainable, the price has declined about \$5 a barrel and is now quoted at \$85.00 to \$90.00. The Norwegian is unchanged.

**Coumarin**—Several sharp price cuts have brought the ruling figure for this product down to \$12.00@12.50 a pound. Freer offerings of larger stocks and lessened demand are responsible for lower figures.

**Cream of Tartar**—Accumulations of stocks are said to be the cause of sending down the price of cream of tartar. Manufacturers have reduced their prices 5c a

pound and now quote 64c for the crystals and 63½c for the powdered. There are such free stocks in second hands that reports of sales from these quarters are said to have been made at 60c and 61c a pound.

**Dragon's Blood Reeds**—Recent shipments have been received here and a reduction in price has followed. The current figure is \$4.50 a pound, fifty cents lower than former quotations.

**Essential Oils**—Prices as a whole are firm and unchanged. Oil of lavender flowers, U. S. P., has advanced \$1 a pound and is now quoted at \$7.50@8.00. Lemon oil is about 30c a pound lower and is quoted at \$1.40@1.50. Expressed oil of limes has declined to \$5.00@5.25, 50c a pound under the last quotation. The distilled is 10c@25c a pound lower at \$1.90@2.00. Aspidium (malefern) has gone up sharply and is quoted at \$16.50@17.00 a pound. Oil of cloves has fallen off about ten cents a pound and is quoted between \$2.75 and \$3.00. Oil of bitter almonds has declined 50c to \$1 a pound and is offered at \$11.50@12.00.

**Glycerin**—The market for this product continues very weak. Quotations are being made by refiners for C. P. in drums at 19c a pound while in some quarters dealers are shading this figure and 18¾c is heard. In tins 21c is current. At 16c@16½c dynamite glycerin seems to be of little interest to powder manufacturers who are decidedly out of the market at this time. The goods which are selling at current prices today are said to have cost considerably in excess of this figure. The volume of business passing in glycerin is small and it is believed that consumers are holding off for new declines. According to refiners, prices are at the bottom now in spite of large and growing accumulations of reserve stocks of both C. P. and dynamite.

**Menthol**—Recent heavy imports and selling competition are given as the reasons for a sharp falling off in the price of menthol. Importers are quoting \$4.75@5.00 a pound, about \$1 a pound under the figures ruling a week ago. The market here was practically bare of supplies upon receipt of some eighty-five cases about three weeks ago. This material was not absorbed as rapidly as was expected at \$7 a pound, the price ruling then. Consequent price reductions followed and with the arrival of 162 cases from London last week, the figure went lower. Even at current levels buyers do not seem interested and the market is weak.

**Mercurials**—With metallic mercury available at a markedly lower figure, manufacturers made the second reduction in price for mercurials within the past ten days. Calomel, U. S. P., is offered at \$1.73 a pound, eleven cents under former figures. White precipitate and mercury bisulphate have also gone down 11c a pound respectively. For corrosive sublimate, powder and granular, U. S. P., \$1.56 is current, 10c a pound lower than previous quotations. The crystals cost \$1.61 a pound. Red precipitate has declined from \$2.02 a pound of last week to \$1.90 at present. Among the soft mercurials, blue ointment, blue pill and mercury with chalk have gone down 5c a pound and are quoted by manufacturers at 82c, 84c and 84c respectively. Fifty per cent mercurial ointment is now worth \$1.15 a pound. All quotations are for fifty pound lots or more.

**Salicylates**—Manufacturers of salicylic acid and its salts reduced their prices sharply. The reasons for the cut have been given as a greatly augmented supply of available carbolic acid at a lower figure and a marked reduction in demand for salicylates. Twenty-five cents below former quotations, the acid is now offered

by manufacturers in lots of a hundred pounds or more at 60c a pound for U. S. P. product. Sodium salicylate has been lowered a like amount and is obtainable in manufacturing quantities at 65c a pound. U. S. P. methyl salicylate (synthetic oil of wintergreen) is quoted at 65c a pound as compared with a former figure of about \$1. From \$1.55@1.60, the price of salol, U. S. P., has been cut to \$1.10 a pound in 100 pound orders. The position of salicylates in this market is weak with inquiries and demand at low ebb.

## QUICKSILVER INDUSTRY DECLINING

(Special to Drug and Chemical Markets)

Washington, D. C., January 27.—The domestic output of quicksilver in 1918, according to statistics compiled by the United States Geological Survey, totaled 33,432 flasks of 75 pounds each, valued at the average quoted market price at San Francisco \$117.92 a flask) at about \$3,942,301. Compared with the output in 1917 of 36,159 flasks, valued at \$3,808,266, this shows a decrease in quantity of 2,727 flasks, but an increase in value of \$134,035.

The productive States were California, Texas, Nevada, Oregon and Idaho, named in the order of decreasing importance, the production of the different States being as follows:

California, 23,231 flasks; 1917 production, 23,938 flasks.  
Texas, 8,475 flasks; 1917 production, 10,791 flasks.  
Nevada, 1,023 flasks; 1917 production, 997 flasks.  
Oregon, 673 flasks; 1917 production, not given.  
Idaho, 30 flasks; 1917 production not given.

Quicksilver imported for consumption in the United States for the six months ended June 30, 1918, amounted to 261,879 pounds, or about 3,491 flasks, valued at \$365,930. In the eleven months ended with November, 1918, the exports amounted to 216,770 pounds, or about 2,890 flasks, valued at \$313,272.

When, in 1917, the Government requisitioned about forty per cent of the output of the principal mines at the price of \$105 per flask, an agreement was reached with the producers that quicksilver would not be sold in the open market at more than \$125 per flask. The average quotation in San Francisco was \$128.06 in January, 1918, but declined to \$118 in February, and \$112 in March. It rose to \$115 in April, but fell to \$110, the lowest monthly average for the year, in May. In June the average quotation was \$112, and from July on it has stood at \$120.

With the return of peace and a decrease in the Government demand for quicksilver for military purposes, the quicksilver-mining industry faced with uncertainty as to the future, already shows signs of declining, and unless prices are kept up by some Government action or unless there is a decided fall in the cost of labor and supplies, this decline will probably be rapid in 1919. The exigencies of war have failed to bring to light any large new sources of supply, and it is clear that the output of 36,159 flasks in 1917 marks the maximum response of which the known deposits are capable, even under the unusually stimulating conditions of that and the immediately preceding year.

## WANTS NEW NARCOTIC LAW

County Attorney Earl Foster of Sapulpa, Okla., believes that there ought to be drastic changes in the state law governing the sale of possession of morphine and similar drugs. Recently he stated that he intended to go to Oklahoma City during the next legislature and submit the matter for enactment. The Federal law is very plain on the subject and the county attorney believes that the state laws ought to be fully as definite and equally as drastic.



## Heavy Chemical Markets

### TRADING IN CHEMICALS INACTIVE

**Manufacturers Not Making Contracts at Present**  
**Prices—Acetic Acid and Sulphuric Acid Lower—**  
**Caustic Potash, Copper Sulphate, and Calcium**  
**Carbide Higher**

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Calcium Carbide, 3c lb.	Red Phosphorus, 20c lb.
Copper Sulphate, 2c lb.	Caustic Potash, 9c lb.
Declined	
Acetic Acid, 1c lb.	Carbon Tetrachloride, 1/4c lb.
Bleach, 1c lb.	Prussiate of Potash, 10c lb.
	Sulphuric Acid, \$3 ton

The activity which was noticeable to some extent last week seems to have lost its impetus and instead of a continued advance in business, the trade has again lapsed into dull routine. The general opinion of big producers is that no sudden increase in business should be looked for at present. One large manufacturer seemed very optimistic about the future, but he looks for no sudden increase. It is his opinion that before the end of the year the chemical industries will be on a secure footing and in better condition than before the war.

Prices should not have dropped as they have in some instances, but of course, the declines could not be avoided. Under ordinary times and conditions with raw materials and labor high, a decrease in price would be unprecedented. So long as price concessions are made simply to unload stocks, or to get ready cash, a good market cannot be expected. But as raw materials drop in price and wages are lowered, as must happen, production will increase and trading will be restored to normal conditions. Speculation has made the market what it is today and when that element disappears one can look for contract sales and more stable conditions.

With the war over, manufacturers are cleaning up their old stocks and when these are exhausted contract business will increase if the market conditions warrant it. One large dealer reports as many as twenty-five inquiries for caustic soda without an order forthcoming. The market seems to have everyone guessing. Some drops in prices are looked for, but no one can predict just when they may occur. The action of some dealers in preferring to make small sales at the market price rather than grant concessions for the sake of big orders will undoubtedly aid in stabilizing conditions.

**Acids**—The acid market has seen very little activity during the past week. There were some sales recorded, but customers are thinking of their immediate needs only when they make purchases. There has been a decline in the price of acetic acid when acetate of lime dropped early in the week. Quotations now are 3 1/2c per pound for 28%, 7c per pound for 56%, 8 1/2c per pound for 70% and 10c per pound for 80%. Sulphuric acid has likewise declined, present prices being \$13.00 per ton for 60° and \$22.00 per ton for 66°. Oleum remains at the Government price of \$28.00 per ton, although few sales are made at this price, the tendency

being to make concessions to increase sales. Nitric and muriatic acids remain at former prices.

**Anhydrous Ammonia**—The situation affecting this product remains about as was reported last week. The demand of the domestic trade keeps the market in good shape. The export trade would take all the available supply but no foreign proposals are considered owing to the shortage of cylinders. Prices are nominal.

**Bicarbonate of Soda**—This commodity has not had much call from consumers the past week, partly owing to the general dullness, consumers buying with entire disregard of the future. Then, too, the prices quoted on the market are maintained at the former figure, 3c to 3 1/4c per pound, which is high, considering the market and the downward trend of other salts.

**Bleaching Powder**—This material has had a fair call from consumers the past week, but the accumulated stocks are not much reduced. The market prices have not yet assumed a stability to encourage large business. The best price quoted is 2 1/2c per pound but some quotations have been considerably below that figure.

**Carbon Tetrachloride**—There has been a little business reported in this product. There has been a slight decline in price, but no big drop is expected. The latest quotations range from 14 1/2c to 15 1/2c per pound.

**Caustic Potash**—The reports on the activity of this item indicate a regular amount of business but no very large orders from consumers. Some dealers have immense quantities on hand while others have reduced their stocks to a minimum. The prices seem to indicate an increase in price. Quotations are 67c for C. P. and 70c per pound for 88.92, but some sales are made below these prices.

**Caustic Soda**—This product is receiving many inquiries from consumers but the business recorded is not of large proportions. It is evident that something is expected to happen soon which will affect the price of this item. It is declared that the market is flooded with large stocks of caustic. The present quotations range from \$2.90 to \$3.00 per 100 pounds.

**Copper Sulphate**—Considerable activity has been noticed in this commodity. There has been a constant demand by domestic consumers and about 400,000 pounds has been exported. The price of the powdered variety has advanced slightly. Quotations are 12 1/2c to 13c per pound for powdered and 8 3/4c per pound to 9c per pound for 98-99 per cent, a slight decline.

**Sal Soda**—The outstanding feature in the market is the demand for export. A fair shipment has been reported leaving New York the past week, and there is some demand by domestic consumers. Quotations range from \$1.60-\$1.75 per 100 pounds.

**Silicate of Soda**—The activity of this substance has not been marked the past week and the only news of importance is a reported demand for export trade which was filled. The prices range from 5c to 5 1/2c for 60° and 2c to 2 1/2c for 40°.

**Soda Ash**—The volume of business among dealers in this product was not great the past week. There is always some demand of course, but consumers are not laying in stocks for future use as formerly. A large export order was received during the week and



nearly 5 million pounds were shipped. The 58 per cent grade is quoted at  $1\frac{1}{2}$  to  $1\frac{3}{4}$ ¢ per pound.

**Zinc Chloride**—A reasonable demand has been recorded for this item and no large stocks are reported in the market. The prices remain steady, although there is a slight drop in quotations. Prices range from 11¢ to 14¢ per pound.

### FROM POTASH TO PERFUMES

The relation of potash to perfume and why both are handled by a big meat-packing plant were explained January 21 by J. Ogden Armour, of Armour & Company at a hearing before the committee on interstate and foreign commerce on the bill providing for the acquisition and ownership or control by the Government of stock yards and their allied activities.

"It seems a long jump from potash to perfume, and why Armour & Company should be handling two such products which seem unrelated at first glance is not apparent to the casual observer or maybe to those whose information is entirely of an ex parte nature. But there is a definite relation between potash and perfume.

"Potash is bought and sold by the Armour Fertilizer Works, an auxiliary of Armour & Company. Potash is not a by-product of the packing business, but it is a logical business associate of fertilizer materials which come from the packing plants and it is handled because we have the necessary marketing machinery and because trade requirements compel us to handle it if we expect success in marketing our own fertilizer materials.

"Perfume, on the other hand, is manufactured and marketed by the Armour Soap Works, another auxiliary. Perfume is not a by-product of the packing business but it is a necessary supplement to a line of toilet soaps, and our soap business would not meet with a great deal of success if we refused to handle perfumery.

"Potash, therefore, is the brother of packing-house fertilizer materials and perfume is a sister to toilet soaps. Inasmuch as fertilizer and soap are offsprings of the packing industry, potash becomes the cousin of perfume."

Officials of the Roessler & Hasslacher Chemical Company and the Perth Amboy Chemical Company, Perth Amboy, N. J., have inaugurated initial steps for the organization of a club for employees of the plants, to be known as the R. & H. Club. The company has arranged a home for the proposed new club in its building at High and Commerce Streets, now used as an annex to the offices, and money to provide for alterations and improvements in the structure has been donated by the company. Dr. Carveth, second vice-president of the company, presided at the first meeting and made the presentation of the building on behalf of the officials.

W. A. Callahan of Chicago has filed suit for \$100,000 damages against the Nevin Chemical Co., 6300 West Florissant Avenue, Chicago. He asserts that last November the Nevin Company decided to increase its capital stock from \$300,000 to \$1,000,000 and employed him to sell the new stock. He was to get a commission of \$25 a share, he says. After he had made his plan to sell the stock and spent \$5,000 on preliminary promotion work, the company failed to increase the capitalization.

The Western Meat Company of San Francisco, Cal., has completed plans for the erection of a five-story reinforced concrete building to be used as a refinery for handling Oriental vegetable oils. The cost of the building, exclusive of equipment, is estimated at \$125,000.

### FERTILIZERS TO BE STANDARDIZED

Meetings of the Chemical Alliance, Inc., were held at the Hotel Biltmore last Wednesday and Thursday, and the Soil Improvement Committee of the National Fertilizer Association, a section of the Alliance, convened in special session on Friday. At the election of officers of the Chemical Alliance for the ensuing year, the entire personnel of last year's executive staff was returned to office with the exception of one or two changes among the minor committees. Horace Bowker of the Agricultural Chemical Company was re-elected president. Henry Howard of the Merrimac Chemical Company, Boston, vice-president and J. D. Cameron Bradley of the American Agricultural Chemical Company, secretary-treasurer.

The board of directors which will serve throughout the coming year includes Horace Bowker, Henry Howard, William Hamlin Childs of the Barrett Company, E. R. Grasselli of the Grasselli Chemical Company, W. D. Huntington of the Davison Chemical Company, D. W. Jayne of the Barrett Company, A. D. Ledoux of the Pyrites Company, Limited, F. A. Liddbury of the Oldbury Electrochemical Company, C. H. McDowell of the Armour Fertilizer Works, Edward Mallinckrodt of the Mallinckrodt Chemical Works, William H. Nichole of the General Chemical Company, J. D. Pennock of the Solvay Process Company, C. L. Reese of E. I. du Pont de Nemours & Company, John J. Riker of J. L. & D. S. Riker, A. G. Rosengarten of Powers-Weightman-Rosengarten Company and C. G. Wilson of the Virginia-Carolina Chemical Company.

About fifty representatives of the leading fertilizer manufacturers in the United States were present on Friday at the meeting of the National Fertilizer Association Soil Improvement Committee. The question of standardization of all manufactured fertilizers and withdrawing of low grade fertilizing material from the market was discussed. A proposed agreement between producers to fix a minimum of available plant food considerably above that which is present in the cheaper grade of goods now sold, was strongly advocated.

Robert Allen of the Smith Chemical Company, Columbus, Ohio, was the leader among the central western manufacturers in their appeal that the industry come to an agreement among themselves to produce and sell only the higher grade goods. He said that fertilizers of low potash and nitrogen content were an outgrowth of war prices and war shortage of materials and that they had answered the demand for a cheap product. It was added that it was the duty of the industry to institute an educational campaign among the farmers to show that the higher grade fertilizers are not only more profitable for the food grower but considerably cheaper in the long run. The sentiment of the meeting was almost unanimously with Mr. Allen in his proposals.

In the effort to standardize the various brands and eliminate low grade materials, it is expected that the manufacturers have got the assistance of the United States Department of Agriculture.

The prevailing figure for a fixed minimum of total available plant food in manufactured fertilizers was fourteen per cent of ammonia, phosphoric acid and potash combined. W. D. Huntington of the Davison Chemical Company, Baltimore, presided.

R. P. Wilhelm formerly head of the quotation division of Ralph L. Fuller & Co., Inc., leaves this concern to take up selling with the firm of H. J. Macbeth, Inc.

## Color & Dyestuff Markets

### DEMAND FOR BENZOL CONTINUES

**Surplus Stocks Being Rapidly Consumed—Toluol in Fair Demand—Price of Wool Limits the Mill Demand for Dyes—Export Business Improving**

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

#### Advanced

Benzol, 3c gal.  
Naphthalene, 2c gal.  
Toluol, 5c gal.

#### Declined

Acid Sulphanilic, 6c lb.      Benzidine Base, 20c lb.  
Aniline Oil, 2c lb.      Dimethylaniline, 5c lb.  
Dinitrochlorbenzene, 10c lb.

The situation in the dye market remains practically the same as last week. It is marked by dullness in trading. A shipment of Swiss dyes has been received in New York but this material is not being absorbed very rapidly nor is there keen competition in bidding for it. Those who are out to buy do so conservatively. The trade is literally creeping and feeling its way. One large dealer reports many inquiries, but no sales. The prices on dye bases and dyewoods remain steady and there are no changes to report.

There has been considerable activity in the market for coal-tar crudes. A manufacturer reports that he is all sold out of benzol and there is still a demand for it. There is also a fair demand for toluol which has increased in price. The Government still has large stocks on hand but there is no tendency to flood the market with large amounts at one time and thereby "break the market."

There is little of interest in the color trade owing to the general dullness and not much business is looked for in the near future because of the high price of wool, which keeps the mills at a low ebb. A few export orders have been received and an increase of this business will greatly help to arouse interest, and stimulate production.

Several large producers and dealers have given their opinion that the prices now in force are "rock bottom."

**Albumen**—The situation in the market affecting albumen is unchanged. There is sufficient of the domestic varieties to meet all demands of the trade, which are not heavy. The supply of the imported blood variety is, however, practically exhausted and there have been no advices as to incoming shipments. The price of the egg variety remains at \$1.45 per pound and the blood variety is priced at 75c to 80c per pound.

**Annatto**—This material has not figured prominently in the trading of the past week and there seems little reason to expect a heavy demand until general conditions are better. There are sufficient stocks in dealers' hands to fill any orders which may be placed in the next few weeks. The prices are steady and range from 8 $\frac{3}{4}$ c to 10 $\frac{1}{2}$ c per pound, in cans; rolls are quoted at 33c to 34c per pound.

**Cochineal**—There is no great activity in this material recently, but a shipment of 40 casks was received in New York recently and some trading is expected. The prices remain constant at the former range of 94c per pound for the black variety, 92c for the silver, and 98c per pound for the powdered.

**Divi Divi**—This material has been conspicuous by its scarcity on the market for some time, but a few days ago a consignment of nearly 500 bags was received and some activity is anticipated. The last prices quoted ranged from \$90.00 to \$95.00 per ton and no change in price has been reported.

**Fustic**—The supplies of this material are reported light but they are adequate to the demands. A small shipment of sticks has been reported but this has had little effect on the market conditions. The prices remain steady at 26c to 31c per pound, while the liquid variety ranges from 14c to 18c per pound.

**Indigo**—There has been a good demand for this item in spite of general dullness, but the supply has been limited. A shipment of about 100 seroons has been received in New York, and will undoubtedly be quickly absorbed by the trade. The prices range from \$2.30 to \$2.50 per pound for the natural and about 50c per pound for the extract.

### Coal-Tar Crudes

**Benzol**—The demand for this article has been reported quite brisk and one large manufacturer has reported his stock on hand exhausted with some orders waiting to be filled. The prices quoted range from 22c to 27c per gallon for C. P. and about the same for the 90% grade.

**Naphthalene**—The stocks of the flake variety which were offered at reduced prices by dealers, have been taken up and the market is quiet. Producers have been unwilling to make price concessions so the trading is easy. The flake is quoted at 9c to 10c per pound and the ball variety ranges from 12c to 12 $\frac{1}{2}$ c per pound.

**Phenol**—There is no great call for this product and stocks are available for all demands of the trade. Producers keep the price up but stocks in second hands have been offered at substantial reductions. The prices quoted are nominal and the range is from 15c to 25c per pound or lower.

**Toluol**—There has been a seasonable demand for this product, but the activity has not been unusual. The prices quoted remain steady at 25c to 35c per gallon for the pure, and 22c to 26c for the commercial, although one contract for the latter was reported slightly under 22c per gallon.

### Intermediates

**Aniline Oil**—The demand for this item is still confined to the immediate needs of the trade and uncertainty of market prices is given as the reason for this condition. Quotations are 27c to 28c per pound.

**Aniline Salts**—The situation concerning the item seems to hinge largely on the prices quoted. The dealers who hold the stocks of salts are not anxious to make concessions to arouse trading for they see no reason why business should not pick up in the near future. The former quotations, 40c to 42c per pound are still reliable.

**Benzidine**—There has been a drop in price in this article and reports point to increased business as a result. Supplies in the hands of dealers are sufficient to care for the regular demands of consumers. The new price is \$1.50 per pound.

**Benzoate of Soda**—There is nothing to indicate a change in the market regarding this commodity. The outlook is one of continued quiet and the price is maintained at the former quotation \$1.80 to \$1.90 per pound.

**Betanaphthol**—The conditions governing the production and sale of this product have not changed in the week past and there are limited stocks in the hands of the dealers. The prices are steady with quotations ranging from 60c to 65c per pound for the technical, and 75c to 85c per pound for the sublimed.

**Orthotoluidine**—The demand for this substance has been easy over this period and the market is equal to any demands that may be made upon it. The prices range from 80c to 95c per pound and there was one quotation as low as 50c per pound.

**Phthalic Acid**—The activity which was reported last week has not been of great importance and there is little evidence now of brisk trading. One price quoted is \$3.25 to \$3.50 per pound, but most dealers are offering it at \$3.00 to \$3.25 per pound.

#### EXPANSION OF DYESTUFF INDUSTRY

The Federal Trade Commission announces that three American firms have applied for licenses to use a total of 215 enemy-owned or controlled patents, mostly covering dye manufacture. E. I. du Pont de Nemours & Company, Wilmington, Del., filed additional applications for 48 dye, acid and compound patents; National Aniline & Chemical Company, New York, asked for the use of 142 similar patents; and Semet-Solvay Company, Solvay, N. Y., applied for licenses on 25 patents covering ammonia manufacture.

In reviewing conditions in the dyestuff industry, E. I. du Pont de Nemours & Company say:

In 1917, there were 117 firms making intermediates, the amount produced in that year being 322,650,531 pounds, valued at \$106,942,918.

In 1917, there were 81 establishments engaged in producing dyestuffs, their output being 45,977,246 pounds of dyes, valued at \$57,796,027; and 5,092,558 pounds of color lakes, valued at \$2,764,064. The imports of dyestuffs in 1914 was 45,840,966 pounds, almost the same amount as produced in this country in 1917.

In 1914, 2,633,414 pounds of alizarine and alizarine dyes were imported, and in 1918, to date (September), only 29,323 pounds.

In 1914, 3,184,467 pounds of aniline salts were imported and in 1918, to date (September), only 21,273 pounds.

Fire, on January 22, caused by an explosion in a pipe leading to a vat at the still house of the Chemical Company of America, Springfield, N. J., damaged the structure, and seriously threatened the entire structure until brought under control. The company will make immediate repairs.

Vice-Chancellor Foster, Court of Chancery, has appointed Leo Flaster receiver for the Reslow Chemical Company, Lyndhurst, N. J. The company, which recently expended about \$20,000 to provide for an increase in the production of phthalic acid, is capitalized at \$35,000, and the schedules in bankruptcy show assets of \$72,509 and liabilities of \$66,615.

Robert P. Dicks, treasurer of Dicks, David Company, manufacturing dyes and chemicals, and a member of the American Dyes Institute governing board, recently left on an extensive European trip accompanied by Mrs. Dicks. They will visit England, France, Switzerland and Italy. Mr. Dicks will give particular attention to dye conditions during his sojourn abroad.

#### RESTRICTIONS ON FOREIGN TRADE

E. E. Pratt, vice-president of the Overseas Products Corporation, and formerly chief of the Bureau of Foreign and Domestic Commerce of the Department of Commerce, Washington, D. C., addressed the Poughkeepsie Chamber of Commerce last week on the restrictions on foreign trade still enforced by the Government. He said in part:

The handicaps that have recently been imposed upon our foreign trade and continue to be imposed are assuming in view of recent developments abroad, very alarming proportions. No one, I think I may say, appreciates more than I do the parts taken by the War Trade Board, the Shipping Board, the control of communications, and the control of individuals moving from country to country, in winning the war. I am quite frank to say that these restrictions so wisely imposed upon our commerce brought the war to an earlier conclusion. We must quite as frankly admit, however, that the continuance of these restrictions is working incalculable harm to American commerce, and in spite of the questions that have repeatedly and recently been addressed to high Government officials they remain in existence, and we, the business men of America, who are interested in developing foreign trade, are left in complete ignorance as to why they still remain.

As a member of the committee on censorship of the Council on Foreign Relations, I have recently had occasion to inquire into the continuance of the censorship. Let me say parenthetically that perhaps no phase of Government restriction with the possible exception of the passport control has been so arbitrary and autocratic. The censorship of the cables incoming and outgoing, caused tremendous delay and annoyance, which most of us were willing to put up with during the existence of the state of war. The cable censorship continues to cause delay and annoyance and no state of war in the proper sense of the term exists today. Until very recently new cable addresses could not be registered; even today the use of cable codes is restricted to a limited number of codes. The use of private codes, which would cut down the volume of cables to a minimum, is prohibited.

The Council on Foreign Relations recently sent the chairman of the Committee on Censorship, Mr. Mark O. Prentiss, of 165 Broadway, to Washington to inquire into the situation, and he saw personally the Secretary of Commerce, the Secretary of Navy, the Postmaster General, representatives of the War Trade Board, bureau chiefs too numerous to mention. Each one of these men apparently in authority and high in authority, went on record to the effect that they would do anything in their power to lift the censorship. They further agreed to do everything that they could to move the censorship by admitting the use of private codes, by allowing greater freedom in cabling the less important countries. This was probably a month ago and up to today nothing has been done.

Of course the determination of these questions is waiting for the Peace Conference to convene, but is it not a fair question to put to the highest officials of our Government as to exactly why the commerce of the United States should be burdened and restricted by an indiscriminating censorship that assists our competitors and handicaps our own trade?

The Washington Dye and Chemical Corporation has leased a building at Alexandria, Va., and will begin the manufacture of dyestuffs as soon as the necessary machinery is installed.



## The Foreign Markets

### LONDON REPORTS BETTER TRADE

**Inquiries for Drugs and Chemicals Increasing Daily—Chloroform, Ergot and Formaldehyde Higher—Salol, Menthol and Japanese Peppermint Oil Easier**  
(Special Cable to DRUG & CHEMICAL MARKETS)

London, January 28.—There is a larger demand in the drug and chemical markets and inquiries are increasing daily. Quotations are higher on chloroform, pilocarpine, ergot, formaldehyde, and saffron.

Prices are easier on salol, paraldehyde, isinglass, menthol, and Japanese peppermint oil.

The market is lower on senega, tartaric acid, sulphate of copper, cream tartar, Japanese camphor in slabs.

### NORWAY'S SYNTHETIC NITRATE PLANT

The largest Norwegian water power development company is the Norsk Hydro-elektrisk Kavelstoffaktieselskab, Christiania, or "Norsk Hydro," as it is commonly called. The power plants of the concern are located at Rjukan, Notodden, and Svaelfos, the main office being at Soli Gatén 7, Christiania. The managing director of the undertaking is Mr. Harald Bjerke of Christiania. There is also a large branch office at Paris. The object of the concern is not so much the production of electrical power as it is the utilization of the electrical power in the manufacture of saltpeter and artificial fertilizer, the nitrogen being obtained from the air. The capital stock of the company is about \$15,000,000.

The profit-and-loss statement shows a surplus of 18,488,866 crowns (\$4,955,000), which, together with the sum of 2,233,931 crowns (\$598,000) which was brought forward from last year's statement, stood at the disposition of the board of directors. It was decided that a dividend of 12 per cent on all shares should be paid. This amounted to 6,916,752 crowns. A total of 1,698,886 crowns was placed in the reserve fund.

The total assets of the company are 191,609,192 crowns (\$51,350,000), of which 86,214,223 crowns represents shares owned in the six associated companies and other investments.

In the opinion of experienced planters and buyers the crop of vanilla which is about to be harvested in Guadeloupe, French West Indies, will be below the average annual production of 50,000 pounds. It is said that the extraordinary harvest of 1917 exhausted the vines and that only one-third of the customary number of flowers appeared during the 1918 blossoming season. The beans which are reaching maturity, however, are of very good size, and therefore it is expected that the total quantity of cured beans will be in the neighborhood of 40,000 pounds.

Exports from Bangkok, Siam, to the United States in 1918 included 9,516 pounds of gamboge, valued at \$13,000; 4,800 pounds of gum damar valued at \$1,000; crude and stick lac valued at \$46,000; and tungsten ore worth \$22,000.

### QUININE FACTORY PAID 89 PER CENT

According to the report of the Bandoeng Quinine Factory for 1917, which is summarized in a recent number of "De Indische Mercuur," the total receipts of cinchona at the factory during the year were equivalent to 140,000 kilos. (4,900,000 oz.) of quinine sulphate. The stock of quinine on January 1, 1917 was valued at 563,399 florins; the cost price of that produced during the year was 3,982,969 florins; and the stock at the end of the year was 37,416 kilos, (1,209,560 oz.) worth 735,941 florins. The bark being worked at the commencement of the year contained 30,237 kilos of quinine sulphate, and that in action at the end of the year 19,312 kilos. Costs of production again rose during 1917, the following being some of the chief items (the figures are all in florins): Chemicals 406,308, against 233,470 in 1916; postage 20,755 compared with 7,539; fuel and electric current, 91,826, an increase of 27,940 on 1916; plant maintenance 77,551, against 30,924. Some of these increases, however, are the result of increased trading.

Receipts from the sale of quinine were 6,419,466 florins, against 4,653,196 in the previous year; the gross profit on the sales was 1,766,349 florins, which is 103,000 less than in 1916 owing to higher costs of production and the lower prices realized for quinine. Other receipts were florins 215,593 recovered for excess payments for bark in 1916, interest florins 60,121, and rents florins 7,635. On the debit side the chief items were florins 50,000 for buildings and florins 237,946 due to Dutch quinine factories. With regard to the last item it appears that when tonnage difficulties became acute and bark could no longer be shipped freely to Holland, it was decided to produce more quinine in Java by extending the Bandoeng factory. This extension was undertaken jointly by the Bandoeng Co. and the owners of the two Dutch quinine factories under an agreement whereby the Bandoeng Co. undertook to pay part of the profits of the increased trade resulting from the extensions to these factories. The net amount due to the Dutch factories in 1917 was florins 49,235. The addition to the reserve fund was florins 600,000, which brought it up to florins 1,250,000. Against this there are prospective charges for war profits, taxes and costs of extensions. The amount written off was florins 86,930, against florins 135,947 in 1916, but the real estate was valued at florins 402,500, against florins 330,000 in 1916. The net profit amounted to florins 822,484, which is florins 60,600 less than in the previous year. This profit is distributed as follows:

1. Statutory dividend to shareholders, florins 42,000.
2. The residue is divided among (a) founders, 10 per cent, florins 78,048; (b) directors, 7.5 per cent, florins 58,536; (c) joint commissioners, 7.5 per cent, florins 58,536; (d) shareholders, 66 per cent, florins 515,120.
3. Leaving florins 70,243, of which in accordance with Article 26, 95 per cent goes to the shareholders, florins 67,279, and the rest is divided equally between the directors and commissioners, florins 2,963—florins 822,482.

Adding together the shareholder's receipts under these various categories, it appears that each shareholder receives florins 223 on every florins 250 share, which is equivalent to a dividend of 89.2 per cent.

Reports from Marseilles indicate that the crop of Bourbon vanilla beans this year will be slightly more than half of the normal production.



## Treasury Decisions

### Court of Customs Appeals

In the case of the United States vs. Vandergrift Co. before the United States Court of Customs Appeals, on appeal from the Board of U. S. General Appraisers, involving the classification of certain distilled oils, the court reversed the decision of the Board. Judge Montgomery, who delivered the opinion of the court, said:

"The merchandise involved in this appeal was reported by the local appraiser as consisting of a combination of distilled oils used in finishing textile fabrics, and was assessed for duty at 20 per cent ad valorem under paragraph 46 of the tariff act of 1913, which provides rates of duty on 'distilled oils and all combinations of the same, not specially provided for in this section.'

"The importers protested this assessment and claimed that the goods were free of duty under paragraph 418 providing for 'grease, fats, vegetable tallow, and oils (except fish oils), not chemically compounded, such as are commonly used in soap making, or in wire drawing, or for stuffing or dressing leather, not specially provided for in this section,' and alternatively under paragraph 44 for 'oils, rendered; all other animal oils, rendered oils and greases, and all combinations of the same, not specially provided for in this section, 15 per centum ad valorem.'

"The Board held the oils free of duty, stating as to the oils in question that the testimony of the chemist at the port of Philadelphia and his report of analysis of samples thereof show that they consist of a 'combination of mineral oil, wool grease, and water, suitable for stuffing or dressing leather.'

"The presumption of the correctness of the Collector's classification cannot be said to have been overcome. It follows that there having been a failure to show that this oil falls within the class provided for in the free list, and the importer not having sustained the burden cast upon him of proving that the oils in question are not distilled but fall within paragraph 44, the decision of the Board must be reversed and the assessment sustained."

### Board of General Appraisers

No. 42850.—Protest 850850 of C. D. Turcotte (Boston) and protests 817107, etc., of Swann & Finch Co., et al. (New York).

Wool Grease.—Crude wool grease, classified at one-fourth of 1 cent per pound under paragraph 44, tariff act of 1913, is claimed entitled to free entry under paragraph 489, 498, 561, 562, or 622.

Opinions by McClelland, G. A. On the authority of G. A. 8214 (T. D. 37838) wool grease was held properly classified under paragraph 44.

No. 42852.—Protest 849581 of Ohashi Importing Co. and protests 793888, etc., of Oriental Production Co., et al. (San Francisco).

Beans—"Kuroname"—Soya Beans.—Beans classified at 25 cents per bushel under paragraph 197, tariff act of 1913, are claimed entitled to free entry as soya beans under paragraph 606.

Opinions by Waite, G. A. The appraiser reports that the merchandise in question is a black bean, known to the Japanese as "kuroname," and the evidence was held insufficient to prove that they are soya beans. Protests overruled.

No. 42855.—Protests 837714, etc., of A. E. Freeman et al. (Boston).

Cresol.—Cresol, cresylic acid, or crude carbollic acid, classified as a coal-tar distillate at 15 per cent ad valorem and 2½ cents per pound under Group II, sections 500 and 501, of the revenue act of 1916, is claimed free of duty under the specific provision for cresol in Group I, section 500.

Opinion by Brown, G. A. On the authority of G. A. 8192 (T. D. 37740) the commodity in question was held free of duty as cresol under Group I, section 500, of the act of 1916.

No. 42857.—Protest 930062 of American Express Co. (New York).

Resorcin.—Coal-tar Product.—A commodity reported by the appraiser to consist of refined resorcin, classified as a coal-tar medicinal product at 30 per cent ad valorem under Group III, section 500, act of September 8, 1916, is claimed dutiable at 2½ cents per pound and 15 per cent ad valorem under the same act.

Opinion by Brown, G. A. A mere statement in an analysis which was treated as part of the protest, that the merchandise does not conform to the requirements of the United States Pharmacopoeia, was held insufficient to warrant a reversal of the classification as made by the collector.

No. 42861.—Protests 806155-59724, etc., of Wm. Weigley, Jr., Co. et al. (Chicago and New York), protests 803908, etc., of American Chicle Co. (Cleveland, etc.), and protests 806960, etc., of American Chicle Co. (Detroit, etc.).

Chicle.—The question here is whether certain chicle is refined or advanced or dutiable as crude under the provisions of paragraph 36, tariff act of 1913.

Opinions by McClelland, G. A. On the authority of American Chicle Co. v. United States (8 Ct. Cust. Appls., T. D. 37841), affirming Abstract 41818, the chicle in question was held properly classified as refined at 20 cents per pound under paragraph 36.

No. 42864.—Protest 847947 of A. Klipstein & Co. (New York).

Cresol.—Cresylic acid classified at 15 per cent ad valorem and 2½ cents per pound under Group II, sections 500 and 501, of the act of 1916, is claimed free of duty under Group I, section 500.

Opinion by Brown, G. A. Cresylic acid was found to be substantially the same as cresol, the subject of G. A. 8192 (T. D. 37740), was held free of duty under Group I, section 500.

## EXPORTS OF GLYCERIN (Special to DRUG & CHEMICAL MARKETS.)

Washington, D. C., January 27.—Statistics furnished by the Department of Commerce show that while our imports of glycerin during the month of November, 1918, amounted to only 70,216 pounds, valued at \$22,031; our exports during the same month totaled 4,701,918 pounds, with a value of \$2,661,053.

These exports were divided among twenty-six countries, England taking by far the largest part of the total shipments. Other big importers of glycerin during the month were Italy, Scotland, Canada and Japan. Only two other countries, Cuba and Venezuela, took more than a thousand pounds. The following table shows how these exports were divided among the various importing countries:

Countries	Pounds	Dollars
Italy	471,649	269,781
Norway	50	35
Spain	56	38
England	3,793,741	2,130,999
Scotland	172,876	100,286
British Honduras	12	22
Canada	157,309	90,327
Costa Rica	50	35
Guatemala	260	204
Honduras	27	25
Panama	25	20
Nicaragua	75	56
Mexico	817	719
Trinidad and Tobago	178	126
Cuba	1,380	1,308
Hayti	25	18
Dominican Republic	215	158
Chile	131	108
Colombia	809	589
British Guiana	275	220
Peru	261	202
Uruguay	50	33
Venezuela	1,200	716
British India	50	37
Japan	100,297	65,200
British South Africa	100	71
Total	4,701,918	2,661,053

### BIG TOTAL FOR 1918 FOREIGN TRADE

Heavy December shipments brought the total exports for 1918 to \$6,150,000,000, a decrease of only \$83,000,000, from the 1917 total, according to an announcement by the Bureau of Foreign and Domestic Commerce. Imports for the year totaled \$3,031,000,000, or not quite half the exports. Imports for the previous year were valued at \$2,952,000,000.

Exports for December, the first full month after the signing of the armistice, reached a total of \$566,000,000, a decided increase over the \$522,000,000 recorded for November, although not up to the high mark of \$600,000,000 for December, 1917.

Imports for December, however, were low, being \$211,000,000, against \$251,000,000 for November and \$228,000,000 for December of the previous year.

A compilation by The National City Bank of New York comparing imports of the calendar year 1918 with those of the year preceding the war, 1913, shows that the value of manufactures imported even at the high prices of to-day is slightly less in the calendar year 1918 than in the calendar year 1913 but that the value of raw material imported for manufacture in 1918 was double that of 1913 and of foodstuffs also double that of 1913. Exports of finished manufactures are nearly three times as great in value in 1918 as in 1913; foodstuffs more than three times as great in value while raw material exported shows but a trifling increase in value but a marked fall off in quantity.

The United Fruit steamer Commodore Rollins sailed from Boston recently with a large shipment of fertilizer for Cuban planters.

# Prices Current of Drugs & Chemicals, Heavy Chemicals & Dyestuffs in Original Packages

**NOTICE**—The prices herein quoted are for large lots in Original Packages as usually Purchased by Manufacturers and Jobbers.

In view of the scarcity of some items subscribers are advised that quotations on such articles are merely nominal, and not always an indication that supplies are to be had at the prices named.

## Drugs and Chemicals

Acetanilid, C.P., bbls., blk..lb.	.50	—	.52
Acetone .....	.16	—	.16½
Acetphenetidin .....	2.75	—	3.00
*Aconitine, ¼ oz. vials.....ea.	—	—	—
Agar, Agar, See Isinglass.	—	—	—
No. 1 .....	.90	—	.94
No. 2 .....	.85	—	.87
No. 3 .....	.75	—	.76
Alcohol 188 proof.....gal.	—	—	4.90
190 proof, U.S.P.....gal.	—	—	4.95
Cologne Spirit, 190 proof.....gal.	—	—	5.00
Wood, ref. 95 p.c.....gal.	—	—	1.20
97 p.c.....gal.	—	—	1.22
Denatured, 180 proof.....gal.	.53	—	.54
188 proof.....gal.	.54	—	.55
Aldehyde .....	1.25	—	1.45
Almonds, bitter .....	.40	—	.41
Sweet .....	.39	—	.40
Meal .....	—	—	.45
Aloin, U.S.P. powd.....lb.	.99	—	1.03
Aluminum (see Heavy Chemicals)	—	—	—
Ambergris, black .....	10.00	—	12.00
Grey .....	25.00	—	26.00
Ammonium Acetate, cryst.....lb.	.80	—	.85
Benzozate, cryst., U.S.P.....lb.	—	—	11.00
Bichromate, C. F.....lb.	—	—	1.20
Bromide .....	.55	—	.56
Carb.Dom., U.S. kegs, powd., lb.	.13	—	.14
Citrate, U.S.P.....lb.	—	—	1.31
Green scales, U.S.P.....lb.	—	—	.93
Hypophosphite .....	—	—	2.15
Iodide .....	—	—	4.20
Molybdate, Pure .....	—	—	7.00
Muriate, C. P.....lb.	—	—	.45
Nitrate, cryst., C. P.....lb.	.25	—	.26
Gran.....lb.	—	—	.54
Oxalate, Pure .....	—	—	1.15
Persulphate .....	—	—	1.25
Phosphate (Dibasic) .....	.50	—	.60
Salicylate .....	1.25	—	1.35
Amyl Acetate, bulk, drums, gal.	3.80	—	4.10
Antimony Chlor. (Sol. butter of Antimony) .....	.18	—	.20
Needle powder .....	.13½	—	.14
Sulphate, 16-17 per cent free sulphur .....	.35	—	.74
Antipyrine, bulk .....	19.50	—	21.00
Apomorphine Hydrochloride.....oz.	—	—	31.20
Areca Nuts .....	.34	—	.39
Powdered .....	.16	—	.18
*Arsenic, red .....	.45	—	.54
*White .....	.09	—	.10
Aspirin .....	2.00	—	2.25
Atropine, Alk. U.S.P., 1-oz. v. oz.	—	—	47.50
Sulphate, U.S.P., 1-oz. v. oz.	—	—	37.50
Balm of Gilead Buds.....lb.	1.45	—	1.50
*Barium Carb. prec., pure.....lb.	.50	—	.60
*Chlorate, pure .....	.50	—	.60
Bay Rum, Porto Rico.....gal.	3.45	—	3.50
St. Thomas .....	3.70	—	3.80
Benzaldehyde (see Bitter oil of almonds)	—	—	—
Benzol, See Coal Tar Crudes	—	—	—
Berberine, Sulphate, 1-oz. v. oz.	2.50	—	3.00
Beta Naphthol (see Intermediates)	—	—	—
Bismuth, Citrate, U.S.P.....lb.	—	—	3.50
Salicylate .....	—	—	3.35
Subcarbonate, U.S.P.....lb.	—	—	3.50
Subgallate .....	—	—	3.50
Subiodide .....	—	—	3.50
Subnitrate .....	—	—	3.50
Subsalicylate .....	—	—	3.15
Tannate .....	—	—	.0734
Borax, in bbls., crystals.....lb.	—	—	.0834
*Crystals, U.S.P., Kegs.....lb.	—	—	.30
*Imported .....	.59	—	.60
*Nominal.	—	—	—
*Fixed Government price.	—	—	—

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Burgundy Pitch, Dom.....lb.	.09	—	.09½
Cadmium Bromide, crystals.....lb.	1.75	—	1.80
Iodide .....	—	—	4.40
Metal sticks .....	1.45	—	1.60
Caffeine, alkaloid, bulk.....lb.	9.50	—	10.00
Hydrobromide .....	10.70	—	12.00
Citrate, U.S.P.....lb.	7.25	—	7.75
Phosphate .....	14.00	—	15.00
Sulphate .....	15.00	—	16.00
Calcium Glycero-phosphate ..lb.	1.80	—	1.85
Hypophosphite, 100 lbs.....lb.	1.00	—	1.04
Iodide .....	—	—	4.10
Phosphate, Precip. ....lb.	.21	—	.23
Sulphocarbonate .....	1.02	—	1.07
Calomel, see Mercury.	—	—	—
*Camphor, Am. ref'd bbls., bk. lb.	—	—	—
Square of 4 ounces.....lb.	2.90	—	2.95
16's in 1-lb. carton.....lb.	2.90	—	2.95
24's in 1-lb. carton.....lb.	2.90	—	2.95
32's in 1-lb. carton.....lb.	2.90	—	3.00
Cases of 100 blocks.....lb.	—	—	—
Japan, refined, 2½ lb. slabs.....lb.	—	—	2.80
Monobromated, bulk .....	4.00	—	4.10
Cantharides, Chinese .....	.95	—	.99
Powdered .....	1.20	—	1.25
Russian, whole .....	3.50	—	3.60
Powdered .....	3.75	—	4.00
Casein, C. P.....lb.	.60	—	.63
Cerium Oxalate .....	.45	—	.49
Chalk, prec. light, English.....lb.	.06	—	.07½
Heavy .....	.034	—	.05
*Nominal.	—	—	—

Chloral Hydrate, U.S.P. crystals, drums incl'd 100lb. lots	—	—	1.25
Charcoal Willow, powdered.....lb.	.06½	—	.07
Wood, powdered .....	.07	—	.09
Chlorine, liquefied .....	.15	—	.24
Chloroform, drums, U.S.P.....lb.	—	—	.48
Chrysarobin, U.S.P.....lb.	5.30	—	5.40
Cinchonidin, Alk. crystals.....oz.	—	—	1.06
Cinchonine, IAK, crystals.....oz.	—	—	.61
Sulphate .....	—	—	.35
Cinnabar .....	—	—	.35
Civet .....	3.00	—	3.20
Cobalt, pow'd (Fly Poison).....lb.	.45	—	.49
Oleate .....	.85	—	.96
Cocaine, Hydrochl. gran.....oz.	—	—	9.50
cryst., bulk .....	—	—	9.75
Cocoa Butter, bulk.....lb.	.34	—	.35
Cases, fingers .....	.40	—	.41
Codeine, Alk., Bulk.....oz.	—	—	11.15
Nitrate, Bulk .....	—	—	10.00
Phosphate, Bulk .....	—	—	8.85
Sulphate, Bulk .....	—	—	8.80
Collodion, U.S.P.....lb.	.41	—	.45
*Colocynth, Apples, Trieste.....lb.	.30	—	.35
Pulp, U.S.P.....lb.	—	—	.45
Spanish Apples .....	.44	—	.45
Corrosive Sublimate, see Mercury.	—	—	—
Coumarin, refined .....	12.00	—	12.50
Cream of Tartar, cryst. U.S.P.....lb.	—	—	.64
Powdered, 99 p.c.....lb.	—	—	.59½
Cresote, U.S.P.....lb.	26.00	—	27.50
*Carbonate .....	.18	—	.20
Cuttlefish Bones, Trieste.....lb.	.63	—	.69
Jewelers, large .....	1.60	—	1.70
Small .....	1.55	—	1.60
French .....	.43	—	.49
Dover's Powder, U.S.P.....lb.	2.80	—	3.00
Dragon's Blood, Mass.....lb.	.29	—	.34
Reeds .....	4.50	—	4.50
Emetine, Alk., 15 gr. vials.....ea.	—	—	2.75
Hydrochloride, U.S.P. 15 gr. vials .....	—	—	1.85
Epsom Salts (see Mag. Sulph.)	—	—	—
*Ergot, Russian .....	—	—	3.00
Spanish .....	—	—	3.00
Ether, U.S.P., 1900.....lb.	—	—	.28
Washed .....	—	—	.32
U.S.P., 1880 .....	—	—	.24
Eucalyptol .....	1.29	—	1.34
Formaldehyde .....	—	—	.22
Gelatin, silver .....	1.30	—	1.35
*Gold .....	—	—	—
Glycerin, C. P., bulk.....lb.	—	—	.19
Drums and bbls. added.....lb.	—	—	.21
C. P. in cans .....	.16	—	.16½
Dynamite, drums included.....lb.	—	—	.11½
Saponifications, loose .....	—	—	.11½
Soap, Lye, loose .....	—	—	.10
Grains of Paradise .....	1.30	—	1.35
Guaiacal, liquid .....	18.00	—	19.00
Guarana .....	5.00	—	8.60
Haarlem Oil, bottles.....gross	1.15	—	1.20
Hexamethylenetetramine.....lb.	.30	—	.31
Hops, N. Y. 1918, prime lb.	.30	—	.31
Hydrogen Peroxide, U.S.P., 10 gr. lots	—	—	7.25
4-oz. bottles .....	—	—	16.25
12-oz. bottles .....	—	—	19.25
16-oz. bottles .....	—	—	2.85
Hydroquinone, bulk .....	4.25	—	4.30
iodine, Resublimed .....	—	—	5.55
Iodoform, Powdered, bulk.....lb.	—	—	1.31
Crystals .....	—	—	1.64
Iron Citrate, U.S.P.....lb.	—	—	1.21
Green scales, U.S.P.....lb.	—	—	1.26
Phosphate, U.S.P.....lb.	—	—	.80
Pyrophosphate, U.S.P.....lb.	—	—	9.00
*Isinglass, American .....	—	—	3.15
Russian .....	—	—	.22
See Agar Agar	—	—	.38
Kamala, U.S.P.....lb.	—	—	.46
Kola Nuts, West Indies.....lb.	—	—	2.95
Lanolin, hydrous, cans U.S.P.....lb.	—	—	.24
Anhydrous, cans .....	—	—	.83
Lead Iodide, U.S.P.....lb.	—	—	3.00
Licorice, U.S.P., Syrian.....lb.	—	—	1.65
*Sticks, bbls. Corigliano.....lb.	—	—	1.20
Lupulin .....	—	—	2.25
Lycopodium, U.S.P.....lb.	—	—	.45
Magnesium Carb. U.S.P. bbls.....lb.	—	—	1.65
Glycerophosphate .....	—	—	1.70
Hypophosphite .....	—	—	1.10
Iodide .....	—	—	2.15
Oxide, tins light .....	—	—	—
Peroxide, cans .....	—	—	—

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Magnesium Salicylate .....	lb.	1.30	— 1.37
Sulphate, Epsom Salt, tech.	100-lbs.	—	— 3.75
U. S. P. ....	100-lbs.	—	— 4.00
Manganese Glycophos .....	lb.	3.35	— 3.40
Hypophosphite .....	lb.	1.65	— 1.70
Iodide .....	lb.	—	— 4.85
Peroxide .....	lb.	.75	— .80
Sulphate, crystals .....	lb.	.60	— .67
Manna, large flake .....	lb.	.75	— .85
Small flake .....	lb.	.58	— .60
Menthol, Japanese .....	lb.	4.75	— 5.00
Mercury, flasks, 75 lbs. ....	ea.	103.00	— 105.00
Bisulphate .....	lb.	—	— 1.31
Blue Mass .....	lb.	—	— .84
Powdered .....	lb.	—	— .86
Blue Ointment, 30 p.c. ....	lb.	—	— 1.15
50 p.c. ....	lb.	—	— 1.73
Calomel, Amer. ....	lb.	—	— 1.82
Corrosive Sublimite cryst. ....	lb.	—	— 1.61
Powdered, Granular .....	lb.	—	— 1.56
Iodide, Green .....	lb.	—	— 4.25
Red .....	lb.	—	— 4.35
Yellow .....	lb.	—	— 4.25
Red Precipitate .....	lb.	—	— 1.90
Powdered .....	lb.	—	— 2.02
White Precipitate .....	lb.	—	— 2.02
Powdered .....	lb.	—	— 2.07
with chalk .....	lb.	—	— .84
Methylene Blue, medicinal. ....	lb.	12.90	— 14.75
Milk, powdered .....	lb.	.16	— .19
Mirbane Oil, refined, drums lb.	—	17 1/4	— 19 1/4
Morphine, Acet. bulk .....	oz.	—	— 12.80
Sulphate, bulk .....	oz.	—	— 11.80
Diactyl, Hydrl., 5-oz. cansoz.	—	—	— 15.70
Moss, Iceland .....	lb.	.21	— .23
Irish .....	lb.	.12	— .14
Musk, pods, Cab. ....	oz.	12.00	— 12.40
Tonquin .....	oz.	25.00	— 26.00
Grain, Cab .....	oz.	18.50	— 19.00
Tonquin .....	lb.	42.00	— 44.00
*Synthetic, See Coal Tar Products.	lb.	30.00	— 30.10
Naphthalene, See Coal Tar Products.	lb.	—	—
Nickel and Ammon. Sulphate lb.	—	—	— .22
Sulphate .....	lb.	.27	— .29
Nux Vomica, whole. ....	lb.	10 1/2	— 11
Powdered .....	lb.	.14	— .18
*Opium, cases, U.S.P. ....	lb.	—	— 22.50
Granular .....	lb.	—	— 25.50
Powdered, U.S.P. ....	lb.	—	— 24.50
Oxgall, pure U.S.P. ....	lb.	1.50	— 1.55
Papain .....	lb.	4.70	— 5.20
Paraffin White Oil, U.S.P. gal.	—	3.10	— 3.60
Paris Green, kegs .....	lb.	.40	— .42
Petrolatum, light amber bbls. ....	lb.	.08	— .09
Cream White .....	oz.	.09	— .09 1/2
Lily White .....	lb.	.14	— .15
Snow White .....	lb.	.16	— .17
Phenolphthalein .....	lb.	—	— 5.00
Phosphorus, yellow .....	lb.	1.35	— 1.40
Red .....	lb.	1.70	— 1.80
Pilocarpine .....	oz.	16.00	— 16.20
Poppy Heads .....	lb.	1.45	— 1.50
Potassium acetate .....	lb.	1.10	— 1.15
Bicarb. ....	lb.	.70	— .75
Bisulphate .....	lb.	.45	— .60
C. P. ....	lb.	.75	— .85
Bromide Crystals, bulk .....	lb.	.55	— .56
Granulated .....	lb.	.50	— .51
Chromate, crystals, yellow, tech. 1-lb. c. b. 10. ....	lb.	—	— 1.70
Citrate, bulk U.S.P. ....	lb.	—	— 2.02
Glycerophosphate, bulk. ....	oz.	—	— 1.45
Hypophosphite, bulk .....	oz.	2.15	— 2.20
Iodide, bulk .....	oz.	—	— 3.55
Lactophosphate .....	oz.	—	— .25
Pernanganate, U.S.P. ....	lb.	1.50	— 1.60
Sulphate, C.P. ....	lb.	1.11	— 1.16
Tartrate, powdered .....	lb.	1.31	— 1.32
Procaine, oz. bottles .....	lb.	7.00	— 7.50
5 gr. bottles .....	lb.	1.50	— 1.60
*Quinine, Bisulphate, 100 oz. tins .....	oz.	—	— .90
Sulphate, 100 oz. tins. ....	oz.	—	— .91
50-oz. tins .....	oz.	—	— .92
25-oz. tins .....	oz.	—	— .94
5-oz. tins .....	oz.	—	— .98
1-oz. tins .....	oz.	1.10	— 1.15
Second Hands, Java. ....	oz.	1.10	— 1.15
Quinidine Alk. crystals, tins oz.	—	—	— 1.06
Sulphate, tins .....	oz.	—	— .70
Resorcin crystals, U.S.P. ....	lb.	—	— 6.50
Rochelle Salt, crystals, bxs. lb.	—	—	— .47
Powdered, bbls. ....	lb.	—	— 46 1/2
Saccharin, U.S.P., soluble. ....	lb.	4.75	— 5.25
U.S.P., Insoluble .....	lb.	4.75	— 5.25
Salicin, bulk .....	lb.	30.00	— 30.50

\*Nominal

## WHERE TO BUY

## POTASSIUM CARBONATE

all grades

## SACCHARIN INSOLUBLE

spot and future

## THE W. K. JAHN COMPANY

13-21 Park Row N. Y. City

1892 ALEX. C. FERGUSON, JR. 1918

## DYESTUFFS AND CHEMICALS

Fuchsine Crystals, Bismark Brown, Acid

Scarlet, Ponceau

Phthalic Anhyd.—Red Prussiate

## Dyedwood Extracts

## 450 Chestnut Street

## Philadelphia

Salol, U.S.P., bulk. ....	lb.	1.10	— 1.20
Sandalwood .....	lb.	—	— .60
Ground .....	lb.	—	— .65
Santonin, cryst. U.S.P. ....	lb.	49.00	— 49.25
Powdered .....	lb.	49.50	— 49.75
Scammony, resin .....	lb.	2.95	— 3.20
Powdered .....	lb.	3.05	— 3.30
Seidlitz Mixture, bbls. ....	lb.	—	— .36
Silver Nitrate, 500 oz. lots. ....	lb.	—	— .63
Soap, Castile, white, pure. ....	lb.	.75	— .80
Marseilles, white .....	lb.	—	— .24
Green, pure .....	lb.	—	—
Ordinary .....	lb.	—	—
Sodium, Acetate, U.S.P. gran. ....	lb.	.25	— .29
Benzoate, gran. U.S.P. ....	lb.	1.40	— 1.90
Bicarb. U.S.P., powd., bbls. lb.	—	03 1/2	— .04
Bromide, U.S.P., bulk. ....	lb.	.50	— .51
Cacodylate .....	oz.	2.50	— 3.50
Chlorate, U.S.P. 8th Rev. ....	lb.	—	— .50
crystals, c. b. 10. ....	lb.	—	— .52
Granular, c. b. 10. ....	lb.	—	— 1.08
Citrate, U.S.P. cryst. ....	lb.	—	— 1.18
Granular, U.S.P. ....	lb.	2.20	— 2.25
Glycerophosphate, crystals. ....	lb.	3.35	— 3.40
Hypophosphite, U.S.P. ....	lb.	—	— 3.90
Iodide, bulk .....	lb.	—	— .13
Phosphate, U.S.P., gran. ....	lb.	.17	— .18
Recryst. ....	lb.	.25	— .26
Dried .....	lb.	.65	— .70
Salicylate, U.S.P. ....	lb.	—	— .12
Sulph. (Glauber's Salt) ....	lb.	.27	— .28
Spermaceti, blocks .....	lb.	.45	— .55
Spirit Ammonia, U.S.P. ....	lb.	.47	— .50
Aromatic, U.S.P. ....	lb.	.48	— .49
Nitrous Ether, U.S.P. ....	lb.	1.65	— 1.65
Ether Comp. ....	lb.	3.60	— 4.60
Storax, liquid cases. ....	lb.	.50	— .51
Strontium Brom. Cryst. blk. ....	lb.	—	— 3.50
Iodide, bulk .....	lb.	.24	— .29
Nitrate .....	lb.	1.25	— 1.30
Salicylate, U.S.P. ....	lb.	—	— 1.80
Strychnine Alk., cryst. ....	oz.	—	— 1.80
Acetate .....	oz.	—	— 1.80
Nitrate .....	oz.	—	— 1.40
Sulphate, crystals, bulk. ....	oz.	—	— 1.15
Sugar of Milk, powdered. ....	lb.	16.00	— 16.75
Sulphonal, 100-oz. lots. ....	lb.	13.00	— 14.00
Sulphonethymethane U.S.P. ....	lb.	—	— 3.20
Sulphonmethane, U.S.P. ....	lb.	—	— 1.90
Sulphur, roll, bbls. ....	100 lbs.	—	— 3.55
Flour, com'l .....	100 lbs.	—	— .15
Flowers .....	100 lbs.	—	— .16
Tamarinds, bbls. ....	—	6.95	— 7.40
Kegs .....	per keg	—	— .67 1/2
Tartar Emetic, tech. ....	lb.	.73	— .75 1/2
U.S.P. ....	lb.	.49	— .50
Terpin Hydrate .....	lb.	12.50	— 13.00
Thymol, crystals, U.S.P. ....	lb.	15.45	— 16.00
Iodide, U.S.P., bulk .....	lb.	—	— .28
Tin, bichloride, bbls. ....	lb.	—	— .75
Oxide, 500 lb. bbls. ....	lb.	—	—
Toluol. See Coal Tar Crudes.	—	—	—
*Turpentine, Venice, True. ....	lb.	5.80	— 6.00
Artificial .....	lb.	.14	— .15
Spirits, see Naval Stores.	—	—	—
Vanillin .....	oz.	—	— .85
White Hazel, Ext., dble dist. ....	gal.	1.18	— 1.20
bbl. ....	gal.	.21	— .22
Zinc Carbonate .....	lb.	.14	— .15
Chloride .....	lb.	—	— 4.00
Iodide, bulk .....	lb.	.45	— .75
Metallic, C. P. ....	lb.	.35	— .37
Oxide, U.S.P., bbls. ....	lb.	—	—

\*Nominal.

## Acids

Acetic, 28 p.c. ....	lb.	.04 1/2	— .05
Glacial .....	lb.	.19 1/2	— .21
Acetyl-salicylic .....	lb.	2.00	— 2.25
Benzoic, from gum. ....	lb.	—	—
U.S.P. ex. toluol. ....	lb.	2.00	— 2.50
Boric, cryst., bbls. ....	lb.	1.13 1/2	— .15
Powdered, bbls. ....	lb.	1.13 1/2	— .15
Butyric, Tech., 60 p.c. ....	lb.	1.45	— 1.55
Camphoric .....	lb.	4.40	— 4.50
Carbolic crys., U.S.P., drs. ....	lb.	.15	— .35
1-lb. bottles .....	lb.	.40	— .42
5-lb. bottles .....	lb.	.38	— .40
50 to 100-lb. tins. ....	lb.	.35	— .36
Chromic U.S.P. ....	lb.	1.25	— 1.50
Chrysophanic .....	lb.	—	— 5.50
Citric crystals, bbls. ....	lb.	—	— 1.25 1/2
Powdered .....	lb.	—	— 1.26
Second hands .....	lb.	1.20	— 1.24
Cresylic, 95-100 p.c. ....	gal.	1.15	— 1.25
Formic, 75 p.c., tech. ....	lb.	.36 1/2	— .38
Gallic, U.S.P., bulk. ....	lb.	1.60	— 1.65
Glycerophosphoric .....	lb.	3.45	— 5.00
Hydriodic, sp. g. 1.150. ....	oz.	.25	— .30
Hydrobromic, Conc. ....	lb.	2.40	— 2.45
Hydrocyanic, 2 p.c. U.S.P. ....	lb.	.18	— .20
Hydrofluoric, 48 p.c. C.P. ....	lb.	.11	— .11 1/2
Hydroisocfluoric, 10 p.c. tech. ....	lb.	.40	— .45
20 p.c. tech. ....	lb.	.50	— .60
Hypophosphorous, 50 p.c. ....	lb.	—	— 2.50
U.S.P., 10 p.c. ....	lb.	.65	— .70
*Lactic, U.S.P., VIII. ....	lb.	—	— 2.85
*U.S.P., IX .....	lb.	2.25	— 2.40
Molybdic, C.P. ....	lb.	6.90	— 7.40
Muriatic 20 deg. carboys. ....	lb.	.08	— .02
Nitric, 42 deg. carboys. ....	lb.	.20	— .23
Nitric, Muriatic .....	lb.	.23	— .28
Oleic, purified .....	lb.	.37	— .39
Oxalic, cryst., bbls. ....	lb.	—	— .85
Picric, kegs .....	lb.	.45	— .46
Phosphoric, 85-88 p.c. ayr. U.S.P. ....	lb.	.23 1/2	— .25 1/2
50 p.c. tech. ....	lb.	2.90	— 3.00
Pyrogallic, resublimed .....	lb.	2.60	— 2.70
Crystals, bottles .....	lb.	.05	— .05 1/2
Pyroligneous, purified .....	lb.	.12	— .12 1/2
Technical .....	gal.	.60	— .65
Salicylic, Bulk, U.S.P. ....	lb.	.20 1/2	— .21
Stearic, triple pressed. ....	lb.	.08	— .09
Sulphuric, C.P. ....	lb.	—	— 25.00
66 deg. tech. f.o.b. wks. ....	ton	—	— .06
*Sulphurous .....	lb.	.65	— .06 1/2
Tannic, technical .....	lb.	1.40	— 1.45
U.S.P., bulk .....	lb.	—	— 37 1/2
Tartaric Crystals, U.S.P. ....	lb.	—	— .86 1/2
Powdered, U.S.P. ....	lb.	4.40	— 4.50
Trichloracetic, U.S.P. ....	lb.	—	—

## Essential Oils

Almond, bitter .....	lb.	11.50	— 12.00
Tech. Artificial .....	lb.	3.50	— 4.00
Free from chlorine. ....	lb.	4.00	— 4.75
Sweet .....	lb.	2.75	— 3.00
Amber, crude .....	lb.	2.40	— 2.50
Rectified .....	lb.	1.65	— 2.00
Anise, U.S.P. ....	lb.	2.90	— 3.00
Bay .....	lb.	7.00	— 7.25
Bergamot .....	lb.	4.50	— 4.75
Synthetic .....	lb.	5.00	— 5.25
Bois de Rose .....	lb.	1.00	— 1.25
Cade .....	lb.	.75	— .85
Cajuput, bottle, Native, ca. ....	lb.	.24	— .25
Camphor .....	lb.	.75	— .85
Japanese, white .....	lb.	.75	— .85
Caraway, Rectified .....	lb.	2.25	— 2.80
Cassia, 75-80 p.c. ....	lb.	2.90	— 3.00
Lead, Free .....	lb.	—	— 3.50
Redistilled, U.S.P. ....	lb.	1.10	— 1.25
Cedar Leaf .....	lb.	.22	— .24
Cedar Wood .....	lb.	23.00	— 24.00
Cinnamon, Ceylon, heavy. ....	lb.	.51	— .55
Citronella, Native .....	lb.	.70	— .75
Java .....	lb.	3.35	— 3.40
Cloves, can .....	lb.	.95	— 1.00
Copaiba, U.S.P. ....	lb.	—	— 32.00
Coriander, U.S.P. ....	lb.	8.50	— 8.75
Cubeb, U.S.P. ....	lb.	10.00	— 11.00
Cumin .....	lb.	4.50	— 5.00
Erigeron .....	lb.	.60	— .65
Eucalyptus, Australian, U.S.P. ....	lb.	3.75	— 4.00
Fennel, sweet, U.S.P. ....	lb.	10.50	— 11.00
Geranium, Rose Algerian. ....	lb.	9.50	— 10.00
Bourbon (Reunion) .....	lb.	5.25	— 5.50
Turkish .....	lb.	8.00	— 8.25
*Ginger .....	lb.	—	— 3.25
Gingergrass .....	lb.	1.20	— 1.25
Hemlock .....	lb.	11.00	— 12.00
Juniper Berries, rect. ....	lb.	—	—
*Nominal	—	—	—



Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Juniper Berries, Twice rect.	lb.	11.00	-12.00
Wood	lb.	2.00	- 4.15
Lavender Flowers, U.S.P.	lb.	7.50	- 8.00
Garden	lb.	1.00	- 1.25
Spike	lb.	1.50	- 1.60
Lemon, U.S.P.	lb.	1.40	- 1.50
Lemongrass, Native	lb.	1.40	- 1.45
Limes, Expressed	lb.	5.00	- 5.25
Distilled	lb.	1.90	- 2.00
Linaloe	lb.	5.00	- 5.25
Mace, distilled	lb.	2.35	- 2.40
*Mustard, natural	lb.	-	-32.00
Artificial	lb.	16.00	-90.00
Neroli, bigarade	lb.	110.00	-120.00
Petale	lb.	15.00	-18.00
Artificial	lb.	2.00	- 2.35
Nutmeg, U.S.P.	lb.	1.75	- 1.85
Orange, bitter	lb.	2.30	- 2.35
Sweet, West Indian	lb.	1.80	- 1.90
Italian	lb.	2.90	- 3.05
*Orris Concrete	oz.	5.25	- 5.30
Origanum, Imitation	lb.	50	- 60
Patchouli	lb.	26.00	-28.00
Pennyroyal, domestic	lb.	1.25	- 1.30
Imported	lb.	5.25	- 5.30
Peppermint, tins	lb.	6.00	- 6.50
Bottles	lb.	5.25	- 5.30
Bulk	lb.	4.00	- 4.00
Petit Grain, So. America	lb.	8.50	- 8.65
French	lb.	2.25	- 2.50
Pinus Sylvestris	lb.	5.75	- 6.00
Pumilio	lb.	25.00	-25.50
Rose, French	lb.	36.00	-40.00
Synthetic, red	lb.	1.50	- 1.60
Rosemary, French, U.S.P.	lb.	1.25	- 1.30
Sefrol	lb.	13.00	-13.25
Sandalwood, East India	lb.	2.25	- 2.50
Sassafras, natural	lb.	5.00	- 5.50
Artificial	lb.	6.50	- 7.00
Savin	lb.	5.50	- 5.50
*Spearmint	lb.	1.15	- 1.25
Spruce	lb.	4.25	- 4.50
Tansy, Amer.	lb.	1.95	- 2.05
Thyme, red, French, U.S.P.	lb.	2.15	- 2.25
White, French	lb.	7.50	- 8.00
Wintergreen, U.S.P.	lb.	6.50	- 7.50
Synthetic, U.S.P., bulk	lb.	4.50	- 4.50
Wormseed, Baltimore	lb.	5.50	- 5.55
Wormwood, Dom.	lb.	-	-18.00
Ylang Ylang, Bourbon	lb.	-	-40.00
Artificial	lb.	-	-12.00

OILS

*Aspidium (Malefern)	lb.	16.50	-17.00
Capicum, 1-lb. bottles	lb.	4.50	- 4.75
Cubeb	lb.	7.50	- 7.75
*Ginger	lb.	3.75	- 4.00
*Malefern	lb.	16.00	-16.50
Mullein (so-called)	lb.	5.00	- 5.25
*Orris, domestic	lb.	-	-20.00
Imported	lb.	20.00	-21.00
*Parsley Fruit (Petroselinum)	lb.	7.50	- 8.00
*Pepper, black	lb.	-	-7.00

Crude Drugs

Copeiba, Para	lb.	57	- 59
South American	lb.	75	- 80
Fir, Canada	lb.	7.90	- 8.00
Oregon	gal.	1.60	- 1.65
Peru	lb.	3.50	- 3.55
Tolu	lb.	1.15	- 1.25

BARKS

Angostura	lb.	28	- 30
Basswood Bark, pressed	lb.	17	- 21
Blackhaw, of root	lb.	63	- 65
of Tree	lb.	35	- 45
Buckthorn	lb.	23	- 24
Calisaya	lb.	22	- 22
Cascara Sagrada	lb.	22	- 23
Cascarilla, quills	lb.	12	- 13
Siftings	lb.	10	- 10.94
Chestnut	lb.	65	- 70
Chincona, red quills	lb.	60	- 73
Broken	lb.	60	- 70
*Yellow "quills"	lb.	70	- 75
*Broken	lb.	-	-
*Loxa, pale, bs.	lb.	-	-
*Powdered, boxes	lb.	-	-
*Maracaiibo, yellow, powd.	lb.	-	-
Condurango	lb.	11	- 12
Cotton Root	lb.	18	- 20
Cramp (true)	lb.	55	- 60
Cramp (so-called)	lb.	10	- 11
Dogwood, Jamaica	lb.	0.94	- 1.0
Elm, grinding	lb.	14	- 15
Select bdls.	lb.	20	- 21
*Nominal	lb.	-	-

WHERE TO BUY

**Antoine Chiris Co.**  
NEW YORK  
IMPORTERS & MANUFACTURERS  
ESSENTIAL OILS  
SYNTHETIC CHEMICALS

**Fritzsche Brothers**  
New York  
ESSENTIAL - OILS

Hemlock	lb.	10	- 11
Lemon Peel	lb.	10	- 10.94
Mezecon	lb.	22	- 23
Oak, red	lb.	08	- 09
White	lb.	08	- 09
Orange Peel, bitter	lb.	10	- 13
Malaga, Sweet	lb.	12	- 13
Prieste, sweet	lb.	13	- 13.94
Prickly Ash, Southern	lb.	15	- 15.94
Northern	lb.	18	- 20
Pomegranate of Root	lb.	26	- 28
of Fruit	lb.	31	- 32
Sassafras, ordinary	lb.	20	- 23
Select	lb.	30	- 35
Simaruba	lb.	63	- 69
Soap, whole	lb.	12	- 13
Cut	lb.	18	- 23
Crushed	lb.	16	- 19
Wahoo, of Root	lb.	-	-55
of Tree	lb.	23	- 24
Willow, Black	lb.	08	- 09
White	lb.	16	- 17
White Pine	lb.	07	- 08
White Poplar	lb.	07	- 08
Wild Cherry	lb.	26	- 35
Witch Hazel	lb.	06	- 08

BEANS

Calabar	lb.	74	- 79
St. Ignatius	lb.	27	- 28
St. John's Bread	lb.	29	- 30
Tonka, Angostura	lb.	1.20	- 1.25
Surinam	lb.	70	- 73
Vanilla, Mexican, whole	lb.	75	- 80
Cuts	lb.	4.35	- 5.00
Bourbon	lb.	2.50	- 2.60
South American	lb.	2.25	- 2.95
Tahiti, White Label	lb.	2.95	- 3.20
Green Label	lb.	1.65	- 1.70
	lb.	1.55	- 1.60

BERRIES

Cubeb, ordinary	lb.	1.31	- 1.32
"XX"	lb.	1.34	- 1.39
Powdered	lb.	1.35	- 1.40
Fish	lb.	65	- 69
Horse, Nettle, dry	lb.	67	- 70
Juniper	lb.	06	- 08
Laurel	lb.	08	- 10
oke	lb.	10	- 11
Prickly Ash	lb.	10.94	- 11
Saw Palmetto	lb.	14	- 16
Sloe	lb.	40	- 42

FLOWERS

Arnica	lb.	75	- 76
Powdered	lb.	90	- 100
Borage	lb.	59	- 69
Calendula Petals	lb.	1.05	- 2.60
Chamomile, German	lb.	-	-
Hungarian type	lb.	46	- 50
Roman	lb.	84	- 85
Spanish	lb.	42	- 50
Clover Tops	lb.	13	- 15
Dogwood	lb.	17	- 18
Elder	lb.	31	- 32
Insect, open	lb.	30	- 33
"Closed"	lb.	38	- 39
Powd. Flowers and stems	lb.	25	- 30
Powd. Flowers	lb.	33	- 35
*Kousso	lb.	-	-60
Lavender, ordinary	lb.	24	- 25
Select	lb.	-	-35
*Nominal	lb.	-	-

Linden, with leaves	lb.	35	- 37
Without Leaves	lb.	60	- 63
Malva, blue	lb.	2.50	- 3.00
Black	lb.	40	- 45
Mullein	lb.	1.79	- 1.80
Orange	lb.	1.95	- 1.52
Poppy, red	lb.	95	- 100
Rosemary	lb.	69	- 70
Saffron, American	lb.	39	- 41
Valencia	lb.	14.95	-15.90
Tilia (see Linden)	lb.	-	-

GUMS

Aloes, Barbados	lb.	98	- 1.05
Cape	lb.	14	- 15
Curacao, cases	lb.	08.94	- 09
*Socotrine, whole	lb.	-	-1.00
"Powdered	lb.	-	-1.10
Ammoniac, tears	lb.	1.46	- 1.50
Powdered	lb.	1.49	- 1.53
Arabic, firsts	lb.	50	- 51
"Seconds	lb.	-	-
Sorts Amber	lb.	22	- 23
Powdered	lb.	-	-45
Asafoetida, whole, U.S.P.	lb.	3.00	- 3.05
Powdered, U.S.P.	lb.	3.10	- 3.15
Benzoin, Siam	lb.	1.35	- 1.50
Sumatra	lb.	-	-35
Catechu	lb.	20	- 23
*Chicle, Mexican	lb.	1.10	- 1.15
Euphorbium	lb.	23	- 25
"Powdered	lb.	30	- 35
Galbanum	lb.	1.38	- 1.45
Gamboge	lb.	1.95	- 2.05
Gualac	lb.	1.70	- 1.75
Hemlock	lb.	83	- 90
"Powdered	lb.	49	- 50
Mastic	lb.	-	-1.10
Myrrh, Select	lb.	80	- 90
Sorts	lb.	70	- 78
Siftings	lb.	-	-50
Olibanum, siftings	lb.	12	- 15
Tears	lb.	18	- 30
Sandarac	lb.	71	- 72
*Senegal, picked	lb.	34	- 39
Sorts	lb.	28	- 30
Spruce	lb.	63	- 72
Beladonna	lb.	180	- 185
Styrax, Art. cases	lb.	280	- 284
Thus, per bbl.	lb.	18.20	- 18.45
Tragacanth, Aleppo first	lb.	4.15	- 4.25
"Seconds	lb.	2.50	- 3.20
"Thirds	lb.	2.75	- 2.95
*Turkey, firsts	lb.	-	-
"Seconds	lb.	-	-
Thirds	lb.	-	-

LEAVES AND HERBS

Aconite	lb.	50	- 60
Balmiony	lb.	11	- 13
Bay, true	lb.	-	-
Beladonna	lb.	95	- 145
Boneset, leaves and tops	lb.	17	- 19
Buchu, short	lb.	3.00	- 3.25
*Long	lb.	3.00	- 3.25
Cannabis, true, imported	lb.	3.50	- 3.60
American	lb.	29	- 55
Catnip	lb.	12	- 15
Chestnut	lb.	06	- 07
Chiretta	lb.	39	- 40
Coca, Huano	lb.	-	-54
*Truxillo	lb.	54	- 58
Coltsfoot	lb.	18	- 19
Conium	lb.	29	- 32
Corn Silk	lb.	11	- 13
Damiana	lb.	15	- 16
Deer Tongue	lb.	16	- 17
Digitalis, Domestic	lb.	-	-45
Imported	lb.	38	- 40
Eucalyptus	lb.	08	- 09
Euphorbia Pilulifera	lb.	16	- 17
Grindelia Robusta	lb.	09	- 11
*Henbane, German	lb.	-	-1.20
"Russian	lb.	1.20	- 1.25
"Domestic	lb.	1.05	- 1.10
Henna	lb.	31	- 32
Horehound	lb.	21	- 23
Jaborandi	lb.	32	- 38
Laurel	lb.	11.94	- 11.94
Life Everlasting	lb.	10	- 11
Liverwort	lb.	29	- 35
Lobelia	lb.	11	- 12
Matico	lb.	28	- 30
*Marjoram, German	lb.	-	-
"French	lb.	-	-
Motherwort	lb.	16	- 17
Patchouli	lb.	76	- 83
Pennyroyal	lb.	18	- 20
Peppermint, American	lb.	26	- 29
Pichi	lb.	11	- 12
Prince's Pine	lb.	-	-40
*Nominal	lb.	-	-

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Plantain	..lb.	12	—	14
Pulastilla	..lb.	3.25	—	3.50
Queen of the Meadow	..lb.	10	—	11
Rose, red	..lb.	1.25	—	1.28
Rosemary	..lb.	14	—	15
Rue	..lb.	39	—	44
*Sage, Austrian, stemless	..lb.	—	—	—
*Grinding	..lb.	—	—	—
Greek, stemless	..lb.	20	—	20 1/2
Spanish	..lb.	17	—	18
Savory	..lb.	23	—	23 1/2
Senna, Alexandria, whole	..lb.	90	—	1.00
Half Leaf	..lb.	70	—	80
Siftings	..lb.	35	—	40
Powdered	..lb.	42	—	45
Tinnevely	..lb.	13	—	20
Pods	..lb.	12	—	13
Skulcap, Western	..lb.	17	—	19
Spearment American	..lb.	20	—	22
Squaw Vine	..lb.	27	—	30
Stramonium	..lb.	20	—	22
Tansy	..lb.	10	—	11
Thyme, Spanish	..lb.	11	—	11 1/2
French	..lb.	14	—	14 1/2
Uva Ursi	..lb.	13	—	14
Witch Hazel	..lb.	0.65	—	0.8
Wormwood imported	..lb.	14	—	17
Yerba Santa	..lb.	06	—	08

## ROOTS

Aconite, U.S.P.	..lb.	39	—	44
Powdered	..lb.	48	—	55
German	..lb.	—	—	—
*Powdered	..lb.	2.95	—	3.40
Alkanet	..lb.	79	—	80
Althea, cut	..lb.	37	—	37
Whole	..lb.	37	—	40
Angelic American	..lb.	39	—	69
Imported	..lb.	79	—	98
Arnica	..lb.	24 1/2	—	25
Arrowroot, American	..lb.	56	—	60
Bermuda	..lb.	41	—	45
St. Vincent	..lb.	12	—	16
Bamboo Rrier	..lb.	09	—	10
Beersfoot	..lb.	2.00	—	2.45
Belladonna	..lb.	2.10	—	2.55
Powdered	..lb.	14	—	17
Berberis, Aquifolium	..lb.	10	—	12
Beth	..lb.	—	—	75
Blood	..lb.	32	—	34
Blueflag	..lb.	29	—	30
Bryonia	..lb.	19	—	21
Burdock, Imported	..lb.	18	—	19
American	..lb.	1.30	—	1.35
Calamus, bleached	..lb.	16	—	17
Unbleached, natural	..lb.	10	—	12
Cohosh, black	..lb.	12	—	14
Blue	..lb.	1.45	—	2.00
Colechicum	..lb.	24	—	29
Colombo, whole	..lb.	21	—	22
Comfrey	..lb.	19	—	20
Culver's	..lb.	29	—	30
Cranesbill, see Geranium	..lb.	26	—	27
Dandelion, English	..lb.	39	—	45
American	..lb.	29	—	30
Doggrass Dom.	..lb.	35	—	36
Cut Bermuda	..lb.	10	—	11
Echinacea	..lb.	26	—	27
Ecampagne	..lb.	09	—	13
Galangal	..lb.	16	—	17
Gelsemium	..lb.	20	—	22
Gentian	..lb.	07	—	09
Powdered	..lb.	22	—	23
Geranium	..lb.	26	—	28
Ginger, Jamaica, unbleached	..lb.	—	—	—
Bleached	..lb.	—	—	—
Ginseng, Cultivated	..lb.	—	—	—
Wild, Eastern	..lb.	—	—	—
Northwestern	..lb.	5.30	—	5.35
Southern	..lb.	5.65	—	5.80
Golden Sea	..lb.	16	—	17
Powdered	..lb.	1.40	—	1.50
Grape, Oregon	..lb.	21	—	22
*Hellebore, Black, Imported	..lb.	24	—	26
White, Domestic	..lb.	4.20	—	4.40
Powdered	..lb.	4.40	—	4.85
*Imported	..lb.	3.40	—	3.45
Ipecac, Cartagena	..lb.	3.70	—	3.75
Powdered	..lb.	—	—	55
Rio, whole	..lb.	18	—	19
Powdered	..lb.	85	—	90
Jalap, whole	..lb.	29	—	30
Powdered	..lb.	32	—	34
Kava Kava	..lb.	34	—	35
Powdered	..lb.	73	—	75
Lady Slipper	..lb.	27	—	29
Licorice, Russian, cut	..lb.	16	—	19
Spanish natural bales	..lb.	—	—	—
Selected	..lb.	—	—	—
Powdered	..lb.	—	—	—
*Lavage, American	..lb.	—	—	—
Manaca	..lb.	—	—	—
Mandrake	..lb.	—	—	—
Nominal	..lb.	—	—	—

## WHERE TO BUY

## Ibero-American Export Co.,

INCORPORATED

10 Bridge Street,

New York

## OFFER

Licorice Root—African Caraway Seed  
Sage Leaves—Rosemary Leaves

Musk, Russian	..lb.	1.75	—	2.00
Orrie, Florentine, bold	..lb.	31	—	32
Verona	..lb.	28	—	29
*Finger	..lb.	2.08	—	2.12
Pareira Brava	..lb.	33	—	34
Pellitory	..lb.	29	—	31
Pink, true	..lb.	65	—	75
Pleurisy	..lb.	18	—	19
Poke	..lb.	09	—	10
Rhatany	..lb.	14	—	15
Rhubarb Shensi	..lb.	82	—	90
Chips	..lb.	70	—	75
Cuts	..lb.	74	—	2.45
High Dried	..lb.	80	—	85
Sarsaparilla, Honduras	..lb.	79	—	82
American	..lb.	38	—	43
Mexican	..lb.	31	—	33
Senega, Northern	..lb.	1.02	—	1.05
Southern	..lb.	1.10	—	1.15
Serpentaria	..lb.	65	—	70
Skunk Cabbage	..lb.	16	—	17
Snake, Canada natural	..lb.	45	—	48
Stripped	..lb.	46	—	49
Spikenard	..lb.	30	—	32
Squill, white	..lb.	15	—	17
Stillinga	..lb.	13	—	14
Stone	..lb.	12	—	14
Unicorn false (helonias)	..lb.	55	—	57
True (Aletris)	..lb.	65	—	67
Valerian, Belgian	..lb.	—	—	1.45
*English	..lb.	—	—	—
*German	..lb.	—	—	—
Japanese	..lb.	—	—	1.25
Yellow Dock	..lb.	12	—	15
Domestic	..lb.	—	—	—
Yellow Parilla	..lb.	11	—	12

## SEEDS

*Anise, Levant	..lb.	—	—	—
Spanish	..lb.	24	—	25
Star	..lb.	24	—	24 1/2
anary, Spanish	..lb.	—	—	—
Southern American	..lb.	15	—	16
Caraway, African	..lb.	52	—	52 1/2
*Dutch	..lb.	—	—	—
Domestic	..lb.	68	—	69
Cardamom, fair bleached	..lb.	52 1/2	—	53
Celery	..lb.	3.45	—	3.70
Colchicum	..lb.	39	—	40
Conium	..lb.	08 1/2	—	08 3/4
Coriander, Bombay	..lb.	08 1/2	—	08 3/4
Morocco, Unbleached	..lb.	11	—	11 1/4
Mogador, Unbleached	..lb.	08 1/2	—	09
Bleached	..lb.	17 1/2	—	19
*Cumin, Levant	..lb.	18 1/2	—	19 1/2
*Malta	..lb.	10 1/2	—	11
Morocco	..lb.	16	—	16 1/2
Fennel, French	..lb.	16	—	16 1/2
*German, small	..lb.	—	—	—
*Roumanian, small	..lb.	—	—	—
Flax, whole	..per bbl.	18.25	—	19.00
Ground	..lb.	11	—	12
Foenugreek	..lb.	08	—	08 1/2
Hemp, Manchurian	..lb.	07 1/4	—	07 1/2
*Russian	..lb.	05 1/2	—	06
Job's Tears, white	..lb.	35	—	40
Larkspur	..lb.	24	—	25
Mustard, Bari, Brown	..lb.	28	—	29
*Dutch	..lb.	11	—	11 1/4
Romney, Brown	..lb.	35	—	40
California Trieste, brown	..lb.	23	—	25
Chinese, Yellow	..lb.	65	—	70
*English, yellow	..lb.	36	—	36 1/2
Parsley	..lb.	1.19	—	1.23
Poppy, Dutch	..lb.	—	—	—
Russian blue	..lb.	—	—	—
Indian	..lb.	—	—	—
Quince	..lb.	—	—	—
*Nominal	..lb.	—	—	—
Rape, English	..lb.	09 1/2	—	09 3/4
Japanese small	..lb.	10	—	10 1/2
Domestic	..lb.	—	—	—

Sabadilla	..lb.	13	—	14
Stramonium	..lb.	36	—	39
Strophanthus, Hispidus	..lb.	1.55	—	1.60
Kombe	..lb.	1.65	—	1.75
Sunflower, domestic	..lb.	10 1/2	—	10 3/4
South American	..lb.	09	—	09 1/4
Manchurian	..lb.	—	—	10 1/2
Worm, American	..lb.	08 1/2	—	09 1/4
Levant	..lb.	1.40	—	1.50

## SPICES

Capsicum, African pods	..lb.	18	—	19
Bombay	..lb.	14	—	15
Japan	..lb.	25	—	26
Cassia, Batavia, No. 1	..lb.	25	—	26
China, Selected, mats	..lb.	46	—	47
Saigon, assortment	..lb.	25	—	26
Chilies, Japan	..lb.	13 1/2	—	14
Mombasa	..lb.	21	—	22
Cinnamon, Ceylon	..lb.	30	—	33
Chilies, Japan	..lb.	13 1/2	—	14
Cloves, Zanzibar	..lb.	41	—	42
Aniboynas	..lb.	58 1/2	—	60
Ginger, African	..lb.	13 1/2	—	13 3/4
Cochin "D"	..lb.	17	—	18
Jamaica, white good	..lb.	19 1/2	—	20
Japan	..lb.	12 1/2	—	12 3/4
Mace, Banda, No. 2	..lb.	49	—	50
Batavia, No. 2	..lb.	44	—	45
Nutmegs, 110s	..lb.	32 1/2	—	33
Pepper, Black, Sing.	..lb.	22 1/2	—	23
White	..lb.	30	—	30 1/2
Pimento, Select	..lb.	09 1/4	—	09 1/2

## WAXES

Bayberry	..lb.	38	—	39
Bees, light, crude	..lb.	45	—	46
Light, refined	..lb.	48	—	49
Dark	..lb.	47	—	48
Candelilla	..lb.	32	—	34
Carnauba, Flor.	..lb.	88	—	90
No. 1	..lb.	80	—	82
No. 2	..lb.	68	—	70
No. 3	..lb.	16	—	17
Ceresin, Yellow	..lb.	18	—	24
White	..lb.	23	—	23
Japan	..lb.	35	—	36
Montan, crude	..lb.	35	—	36
*Bleached	..lb.	35	—	36
Ozokerite, crude, brown	..lb.	35	—	36
*Green	..lb.	—	—	—
*Refined, white	..lb.	—	—	—
*Domestic	..lb.	—	—	—
Refined, yellow	..lb.	12 1/2	—	13
Paraffin, ref'd 128 deg. m.p.	..lb.	15	—	16
*Foreign, 130 deg. m.p.	..lb.	—	—	—
Stearic Acid—	..lb.	18 1/2	—	19
Single pressed	..lb.	19 1/2	—	20
Double pressed	..lb.	20 1/2	—	21
Triple pressed	..lb.	—	—	—

## Heavy Chemicals

Acetic acid, 28 p.c.	..100 lbs.	—	—	3.50
56 p.c.	..100 lbs.	—	—	7.00
*70 p.c.	..100 lbs.	—	—	8.60
*80 p.c.	..100 lbs.	—	—	10.00
*Glacial Gov. pr.	..lb.	08	—	08 1/4
Alum, ammonia, lump	..lb.	04 1/2	—	07
Ground	..lb.	09	—	09 1/2
Powdered	..lb.	20 1/2	—	21 1/2
Chrome, yellow	..lb.	11	—	12
Potash lump	..lb.	09	—	09 1/4
Ground	..lb.	11 1/4	—	11 1/2
Alum, Potash, Powdered	..lb.	—	—	6.38
Soda, Ground	..100 lbs.	04 1/2	—	05 1/4
Aluminum chloride, liq.	..lb.	02	—	02 1/2
Low grade	..lb.	17	—	17 1/4
Aluminum hydrate light	..lb.	10	—	11 1/2
Heavy	..lb.	—	—	42
Arsenic, white	..lb.	—	—	—
Red	..lb.	—	—	—
Ammonia, Anhydrous	..lb.	12	—	12
Ammonia Water, 26 deg. car.	..lb.	07	—	09
*20 deg. carboys	..lb.	—	—	—
*18 deg. carboys	..lb.	09	—	09 1/4
*16 deg. carboys	..lb.	—	—	28 1/2
Ammonium chloride, U.S.P.	..lb.	21	—	22
*Sal Ammoniac, gray	..lb.	18	—	19
Granulated, white	..lb.	—	—	—
Lump	..100 lbs.	8.00	—	8.50
Sulphate, foreign	..100 lbs.	—	—	—
Domestic	..100 lbs.	—	—	—
Antimony Salts, 75 p.c.	..lb.	—	—	—
65 p.c.	..lb.	—	—	—
47 p.c.	..lb.	—	—	—
Carbon disulphide, tech 500	..lb.	08	—	08 1/2
lbs. bulk	..lb.	—	—	—
Nominal	..lb.	—	—	—

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Blanc Fixe, dry .....	lb.	.05	—	.054
Barium, chloride .....	ton	75.00	—	100.00
Dioxide .....	lb.	.26	—	.27
Nitrate .....	lb.	.1144	—	.124
Barytes, floated, white .....	ton	25.00	—	35.00
Off color .....	ton	14.00	—	18.00
Bleaching Powder, 35 p.c. ....	lb.	.02	—	.02½
*Calcium Acetate .....	100 lbs.	—	—	4.00
Carbide .....	lb.	.11	—	.12
Carbonate .....	—	—	—	—
Chloride, solid, f.o.b. N.Y. ....	ton	22.50	—	24.50
Granulated, f.o.b. N.Y. ....	ton	—	—	—
Solid, second hands .....	ton	30.00	—	34.00
Gran. second hands .....	ton	40.00	—	45.00
Sulphate, 98-99 p.c. ....	lb.	.09	—	.09½
*Carbon tetrachloride .....	lb.	.14½	—	.15½
Copper Carbonate .....	lb.	.30	—	.32
Subacetate (Verdigris) .....	lb.	.40	—	.42
Powdered .....	lb.	.40	—	.42
Sulphate, 98-99 p.c. ....	lb.	.08½	—	.09
Second hands .....	lb.	.08½	—	.09
Powdered .....	lb.	.12½	—	.13
Copperas, f.o.b. works .....	100 lbs.	1.85	—	2.10
Fusel Oil, crude .....	gal.	3.30	—	3.50
Refined .....	gal.	—	—	5.50
Hydrofluoric Ac. 03 p.c. bbls. ....	—	—	—	.08
48 p.c. in carboys .....	lb.	—	—	.11
52 p.c. in carboys .....	lb.	—	—	.12
Lead, Acetate, brown sugar .....	lb.	.15½	—	.16½
Broken Cakes .....	lb.	.16½	—	.17
Granulated .....	lb.	.17	—	.17½
Arsenate, powdered .....	lb.	.31	—	.33
Faste .....	lb.	.15	—	.17
*Nitrate .....	lb.	.85	—	.86
Oxide, Litharge, Amer. pd. ....	lb.	.09½	—	.09½
Foreign .....	lb.	—	—	.10½
Red, American .....	lb.	—	—	.08½
Sulphate, basic .....	lb.	—	—	.09½
White, Basic Carb., Amer. ....	lb.	—	—	.10½
Dry .....	lb.	—	—	.09½
in Oil, 100 lbs. or over .....	lb.	—	—	.10½
English .....	lb.	—	—	.09½
Lime, hydrate .....	lb.	Nominal	—	.19½
Sulphur solution .....	gal.	.15½	—	.19½
Magnesite, f.o.b. Cal. ....	ton	42.00	—	44.00
f.o.b. N. Y. ....	ton	65.00	—	70.00
Muriatic acid, .....	—	—	—	.02
18 deg. carboys .....	lb.	.02	—	.02½
22 deg. carboys .....	lb.	.02½	—	.03½
Nickel oxide .....	lb.	.60	—	.70
Salts, single .....	lb.	.16	—	.17
double .....	lb.	.14	—	.15
Nitric acid, 36 deg. carboys .....	lb.	.07½	—	.08½
38 deg. carboys .....	lb.	.07½	—	.08
40 deg. carboys .....	lb.	.07½	—	.08
42 deg. carboys .....	lb.	.08½	—	.09 Gov. pr.
Aqua Fortis, 36 deg. carb. ....	lb.	—	—	.05½
38 deg. carboys .....	lb.	—	—	.06
40 deg. carboys .....	lb.	—	—	.06½
42 deg. carboys .....	lb.	—	—	.06½
Phosphorus, red .....	lb.	—	—	.95
Yellow .....	lb.	.75	—	.80
Plaster of Paris .....	bbl.	1.50	—	1.76
True Dental .....	bbl.	1.75	—	2.00
Potash Caustic, 88-92 .....	lb.	—	—	.70
Potassium Bichromate .....	lb.	.36½	—	.37½
Carbonate, calc. ....	lb.	.25	—	.30
Chlorate, cryst. ....	lb.	.38	—	.39
Powdered .....	lb.	.39	—	.40
Japanese .....	lb.	.33	—	.34
Muriate, basis 80 p.c. ....	ton	300.00	—	350.00
Prussiate, red .....	lb.	2.30	—	2.40
Yellow .....	lb.	.85	—	.95
Saltpetre, Granulated .....	lb.	.27½	—	.27½
Refined .....	lb.	.31½	—	.31½
Soda Ash, 58 p.c. in bags 100 lbs. ....	lb.	1.50	—	1.75
In bbls. ....	lb.	2.35	—	2.45
Caustic, 76 p.c. Solid 100 lbs. ....	lb.	2.90	—	3.00
Powd. or gran., 76p.c 100 lbs. ....	lb.	4.50	—	5.00
Sodium Bichromate .....	lb.	.17	—	.17½
Bisulphate .....	lb.	—	—	—
Carbonate, Sal. Soda, Am. 100lb. ....	lb.	1.60	—	1.75
Chlorate .....	lb.	.18	—	.20
Cyanide .....	lb.	.30	—	.37
Hyposulphite, bbls. ....	100 lbs.	2.60	—	3.00
Kegs .....	100 lbs.	3.00	—	3.25
*Nitrate, tech. ....	100 lbs.	—	—	4.32½
Refined .....	lb.	.06½	—	.07
Nitrite .....	lb.	.14	—	.16
Prussiate, Yellow .....	lb.	.32	—	.34
Silicate, 60 p.c. ....	100 lbs.	5.00	—	5.50
40 p.c. ....	100 lbs.	2.00	—	2.50
Sod. Sulph., G.Pb. salt 100 lbs. ....	lb.	1.60	—	1.80
Sulphide 60-62 p.c. cryst. ....	lb.	.06	—	.06½
30-32 p.c. ....	lb.	.03½	—	.04
*Sulphur (crude) f.o.b. N.Y. ....	ton	65.00	—	70.00
*f.o.b. Baltimore .....	ton	—	—	—
*Nominal. ....	—	—	—	—

## WHERE TO BUY

For Prompt Delivery:

Calcined Carbonate of Potash!

Prussiate of Potash!

A. KLIPSTEIN &amp; COMPANY

644-652 Greenwich Street  
New York City

Also:

Dyestuffs, Gums, Oils, Tanning Materials  
and Other Chemicals

ZINC OXIDE

Lead Free

Katzenbach &amp; Bullock Co.

New York    Trenton    Chicago  
Boston       San Francisco

Sulphuric Acid	—	—	—
60 deg. f.o.b. wks. ....	ton	—	13.00
66 deg. f.o.b. wks. ....	ton	—	22.00
Oleum, f.o.b. wks. ....	ton	—	28.00
Battery Acid car's per 100lbs.	Nominal	—	—
Tin, bichloride .....	lb.	.27½	—
Zinc, carbonate .....	lb.	.20	—
Chloride .....	lb.	.11	—
Oxide, French .....	lb.	.12	—
Lead .....	lb.	.06½	—
Sulphate .....	lb.	.04½	—

Dyestuffs, Tanning Materials  
and Accessories

## COAL-TAR CRUDE

Benzol, C. P. ....	gal.	22	—	.27
(90 p.c.) .....	lb.	.22	—	.27
Cresylic acid, crude, 95-97 p.c. ....	gal.	—	—	1.10
50 p.c. ....	lb.	.75	—	.85
25 p.c. ....	lb.	.40	—	.45
resol, U.S.P. ....	lb.	.20	—	.21
Cresote oil, 25 p.c. ....	gal.	.45	—	.55
Dip. oil, 25 p.c. ....	gal.	.35	—	.45
Naphthalene, balls .....	lb.	.12½	—	.14
Flake .....	lb.	.08½	—	.10
Phenol .....	lb.	.15	—	.25
Pitch, various grades .....	ton	10.00	—	20.00
Solvent naphtha, waterwhite, gal. ....	—	.20	—	.25
Crude heavy .....	gal.	.14	—	.17½
*Toluol, pure .....	gal.	.25	—	.35
*Commercial, 90 p.c. ....	gal.	.22	—	.26
Xylol, pure water white .....	gal.	.40	—	.45

## INTERMEDIATES

Acid Benzoic .....	lb.	2.00	—	2.20
*Acid Benzoic Crude .....	lb.	Nominal	—	—
Acid H .....	lb.	3.00	—	3.20
Acid Metanilic .....	lb.	3.20	—	3.25
Acid Naphthionic, Crude .....	lb.	1.00	—	1.10
Refined .....	lb.	1.20	—	1.30
Acid Sulphanilic, crude .....	lb.	—	—	.25
Refined .....	lb.	.42	—	.47
p-Amidophenol Base .....	lb.	3.75	—	4.00
p-Amidophenol Hydrochloride .....	lb.	4.00	—	4.25
*Aminoozobenzene .....	lb.	—	—	—
Aniline Oil, drums extra .....	lb.	.26	—	.27
Aniline Salts .....	lb.	.40	—	.45
Aniline for red .....	lb.	1.15	—	1.20
*Anthracene (80 p.c.) .....	lb.	—	—	1.25
Anthraquinone .....	lb.	—	—	8.00
Benzaldehyde .....	lb.	4.25	—	4.50
Benzidine Base .....	lb.	—	—	1.50
Benzidine Sulphate .....	lb.	1.40	—	1.45
Benzosulfate of Soda .....	lb.	1.80	—	1.90
Benzylchloride .....	lb.	—	—	1.00
Diamidophenol .....	lb.	6.50	—	6.75
o-Dianisidine .....	lb.	—	—	—
Dinitrophenol .....	lb.	.42	—	.45
o-Dichlorobenzol .....	lb.	.15	—	.20
p-Dichlorobenzol .....	lb.	.17	—	.18
*Nominal. ....	—	—	—	—

Diethylaniline .....	lb.	3.00	—	3.25
Dimethylaniline .....	lb.	—	—	.60
Dinitrobenzol .....	lb.	.40	—	.42
Dinitrochlorobenzene .....	lb.	.40	—	.50
Dinitronaphthalene .....	lb.	.55	—	.65
Dinitrotoluol .....	lb.	.50	—	.55
Diphenylamine .....	lb.	.75	—	.90
Dioxynaphthalene .....	lb.	—	—	—
"G" Salt .....	lb.	.85	—	.95
Hydrozobenzene .....	lb.	1.50	—	2.00
Induline .....	lb.	2.00	—	2.75
Methylantranthraquinone .....	lb.	—	—	—
Monodinitrochlorobenzol .....	lb.	.48	—	.52
Monothylaniline .....	lb.	1.60	—	1.70
Naphthalenediamine .....	lb.	—	—	—
a-Naphthol .....	lb.	1.20	—	1.30
b-Naphthol, Technical .....	lb.	.60	—	.65
Sublimed .....	lb.	.75	—	.85
a-Naphthylamine .....	lb.	.55	—	.60
b-Naphthylamine .....	lb.	1.50	—	1.60
p-Nitraniline .....	lb.	1.40	—	1.65
Nitrobenzene .....	lb.	.18	—	.19
Nitrochlorobenzol .....	lb.	.50	—	.56
Nitronaphthalene .....	lb.	.45	—	.50
o-Nitrophenol .....	lb.	1.25	—	1.50
p-Nitrotoluol .....	lb.	1.55	—	1.65
Nitrotoluol .....	lb.	.65	—	.70
o-Nitrotoluol .....	lb.	.75	—	.85
m-Phenylenediamine .....	lb.	1.85	—	2.00
p-Phenylenediamine .....	lb.	3.50	—	4.00
Phthalic Anhydride .....	lb.	3.00	—	3.25
Pseudo-Cumol .....	lb.	—	—	—
Resorcin, crystals, U.S.P. ....	lb.	7.75	—	8.00
Resorcin, Technical .....	lb.	4.50	—	4.75
Tetranitromethylaniline .....	lb.	2.50	—	2.50
Tolidin .....	lb.	2.55	—	3.00
o-Toluidine .....	lb.	.80	—	.95
p-Toluidine .....	lb.	2.00	—	2.25
m-Toluylenediamine .....	lb.	1.65	—	1.75
Xylene, pure .....	gal.	.40	—	.50
Xylene, Com. ....	gal.	.40	—	.50

## COAL-TAR COLORS

Acid Black .....	lb.	1.50	—	2.00
Acid Blue .....	lb.	3.00	—	5.00
Acid Brown .....	lb.	2.00	—	4.00
Acid Fuchsin .....	lb.	2.50	—	3.50
Acid Orange .....	lb.	.40	—	.60
Acid Orange II .....	lb.	—	—	.75
Acid Orange III .....	lb.	1.00	—	1.25
Acid Red .....	lb.	1.10	—	1.20
Acid Scarlet .....	lb.	1.25	—	2.00
Acid Violet 10 B .....	lb.	8.00	—	10.00
Alpine Yellow .....	lb.	2.00	—	7.50
Alizarin Blue, bright .....	lb.	7.75	—	9.25
Alizarin Blue, medium .....	lb.	6.25	—	7.50
*Alizarin Brown, conc. ....	lb.	7.50	—	8.50
Alizarin Orange .....	lb.	8.25	—	9.00
Alizarin Red, W. S. Paste .....	lb.	5.00	—	10.00
Alkali Blue, Domestic .....	lb.	9.00	—	12.00
Alkali Blue, Imported .....	lb.	16.00	—	18.00
Alpine Red .....	lb.	6.00	—	7.00
Azo Carmine .....	lb.	5.00	—	6.00
Azo Yellow .....	lb.	3.00	—	3.50
Azo Yellow, green shade .....	lb.	3.50	—	4.50
Auramine, Single O, Dom. ....	lb.	4.50	—	5.50
Auramine, Double O, Imp. ....	lb.	5.00	—	6.00
Benzo Purpurine 10 B .....	lb.	4.00	—	8.00
Bismarck Brown 4 B .....	lb.	2.75	—	3.00
Bismarck Brown Y .....	lb.	1.00	—	1.10
Bismarck Brown R .....	lb.	1.65	—	1.75
Chrome Black, Dom. ....	lb.	1.75	—	2.00
Chrome Black, Imp. ....	lb.	3.30	—	4.00
Chrome Blue .....	lb.	2.50	—	2.75
Chrome Green, Dom. ....	lb.	2.50	—	2.75
Chrome Red .....	lb.	—	—	2.00
Chrysoidine R .....	lb.	1.25	—	1.35
Chrysoidine Y .....	lb.	1.00	—	1.10
Chrysophenine, Domestic .....	lb.	6.75	—	8.00
Chrysophenine, Imported .....	lb.	11.00	—	12.50
Congo Red 4B Type .....	lb.	1.60	—	2.25
Crystal Violet .....	lb.	6.25	—	8.00
Diamine Sky Blue F. F. ....	lb.	9.25	—	13.00
Direct Black .....	lb.	.95	—	1.05
Direct Blue .....	lb.	1.75	—	2.00
Direct Sky Blue .....	lb.	4.00	—	6.00
Direct Brown .....	lb.	2.35	—	3.00
Direct Bordeaux .....	lb.	1.75	—	6.00
Direct Fast Red .....	lb.	3.75	—	4.00
Direct Yellow .....	lb.	3.00	—	4.00
Direct Violet con't. ....	lb.	2.75	—	5.00
Emerald Green Crystals .....	lb.	18.50	—	20.00
Erythrosine .....	lb.	12.00	—	14.00
Fast Light Yellow, 2-G. ....	lb.	3.75	—	4.25
Fast Red, 6B extra, con't. ....	lb.	4.60	—	5.00
Fur Black, extra .....	lb.	3.00	—	4.00
Fur Brown B .....	lb.	3.00	—	5.00
*Nominal. ....	—	—	—	—



## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Fuchsin Crystals, Dom.	lb.	6.50	7.50
Fuchsin Crystals, Imp.	lb.	12.00	12.50
Geranine	lb.	8.75	9.25
*Green Crystals, Brilliant	lb.	12.00	13.00
Indigo 20 p.c. paste	lb.	3.50	4.00
Indigotine, conc.	lb.	1.50	1.60
Indigotine, paste	lb.	1.75	2.00
Induline Base	lb.	2.00	3.00
Magenta Acid, Domestic	lb.	4.25	5.00
Magenta Crystals, Imported	lb.	10.00	12.00
Malachite Green, Crystals	lb.	6.00	7.00
Malachite Green, Powdered	lb.	6.00	7.00
Metanil Yellow	lb.	2.40	2.75
Medium Green	lb.	5.00	6.00
Methylene Blue, tech.	lb.	3.25	4.00
Methyl Violet	lb.	3.00	4.00
Naphthol Green	lb.	8.00	8.00
Nigrosine, Oil Sol.	lb.	3.50	4.00
Nigrosine, spts. sol.	lb.	.90	1.00
Nigrosine water sol., blue	lb.	.83	.93
Jet	lb.	.90	1.00
*Naphthylamine Red	lb.	6.75	7.50
Oil Black	lb.	.70	1.00
Oil Orange	lb.	1.40	1.50
Oil Scarlet	lb.	1.75	2.00
Oil Yellow	lb.	1.40	1.50
Orange, R. G., contract	lb.	2.00	2.25
Orange Y, conc.	lb.	.75	1.00
Oxamine Violet	lb.	7.00	8.00
Patent Blue, Swiss Type	lb.	18.00	23.00
Phosphine G. Domestic	lb.	7.00	10.00
Ponceau	lb.	1.10	1.20
Primuline, Dom.	lb.	5.50	6.50
Rhodamine B, ex. cont.	lb.	75.00	80.00
Scarlet 2R	lb.	1.10	1.20
Sulphur Blue, Dom.	lb.	.50	.60
Soluble Blue, Imp.	lb.	12.00	13.00
Sulphur Black	lb.	.40	.45
Sulphur Brown	lb.	.35	.45
Sulphur Green	lb.	.60	.70
Sulphur, Navy Blue	lb.	.60	.70
Sulphur Yellow	lb.	.80	.90
Tartrazine, Domestic	lb.	1.70	1.80
Tartrazine, Imported	lb.	1.25	1.40
Uranine, Domestic	lb.	10.00	11.00
Wool Green S. Swiss	lb.	6.50	8.50
Valonia, solid, 65 p.c. tan.	lb.	5.00	6.00
Victoria blue B	lb.	7.00	8.00
Victoria Blue, base, Dom.	lb.	8.50	9.50
Victoria Green	lb.	6.00	7.00
Victoria Red	lb.	7.00	8.00
Victoria, Yellow	lb.	7.00	8.00
Yellow for wool	lb.	1.50	2.25

## NATURAL DYESTUFFS

Anatto, fine	lb.	.33	.34
Seed	lb.	.08½	.11
Carmin No. 4	lb.	4.50	4.75
*Cochineal	lb.	.92	.98
Gambier, see tanning			
Indigo, Bengal	lb.	3.00	3.75
Oudes	lb.	2.25	2.75
Guatemala	lb.	2.15	2.75
Kurpahs	lb.	2.25	2.75
Madras	lb.	1.10	1.10
Madder, Dutch	lb.	—	.30
Nutgalls, blue Aleppo	lb.	.95	1.00
Chinese	lb.	—	.33
Persian Berries	lb.	—	—
Quercitron Bark, see tanning			
Sumac, China, f.o.b. mill.	lb.	—	.07
Turmeric, Madras	lb.	12½	.15
*Aleppay	lb.	.12	.13½
*Pubna	lb.	.09	.09½

## DYEWOODS

Barwood	lb.	.06	.08
Camwood	lb.	.18	.20
Fustic, sticks	ton	70.00	80.00
Chips	lb.	.04	.06
Hyperic, chips	lb.	.09	.10
*Logwood Sticks	ton	—	—
Chips	lb.	.03½	.05½
Quercitron, see tanning			
Red Saunders, chips	lb.	.15	.17

## EXTRACTS

Archil, Double	lb.	15½	17½
Triple	lb.	.18	.20
Concentrated	lb.	.22	.29
Cutch, Mangrove, seen tanning			
Rangeon, boxes	lb.	.15	.22
Liquid	lb.	Nominal	Nominal
Tablet	lb.	Nominal	Nominal
Cudbear, French	lb.	—	.20
*English	lb.	—	—
*Concentrated	lb.	—	—
Flavine	lb.	1.00	1.50
Fustic, Solid	lb.	.26	.31
Liquid, 51 deg.	lb.	.14	.18
*Nominal			

## WHERE TO BUY

**E. F. DREW & CO., Inc.**  
50 BROAD ST. NEW YORK

**Aniline Dyestuffs  
Dyewood Extracts  
Industrial Oils  
Chemicals**

Gall	lb.	.30	.32
Hematin Extract	lb.	—	.75
Crystals	lb.	—	.30
Hyperic, liquid	lb.	.30	.32
Indigo, natural	lb.	2.00	2.50
Indigotine, 100 p.c. pure	lb.	.50	.54
Logwood, solid	lb.	.23	.25
Crystals	lb.	.24	.29
51 deg. Twaddle	lb.	.12	.13
Contract	lb.	.10½	.10½
Osage Orange— Powdered	lb.	—	.25
Paste	lb.	.12	.14
Persian Berries	lb.	—	—
Quebracho, see tanning			
Quercitron, 51 deg., liq.	lb.	.06½	.07

## MISCELLANEOUS DYE STUFFS

Albumen, Egg	lb.	1.45	1.50
Blood, imported	lb.	.80	.90
Domestic	lb.	.75	.80
Prussian blue	lb.	.80	.90
Soluble	lb.	1.25	1.30
Turkey Red Oil	lb.	.13	.18
Zinc Dust, prime heavy	lb.	.14	.16

## RAW TANNING MATERIALS

Algarobilla	ton	140.00	150.00
Divi Divi	ton	90.00	95.00
Hemlock Bark	ton	15.00	16.00
Mangrove, African, 38 p.c.	ton	60.00	62.00
Bark, S. A.	ton	45.00	50.00
*Myrobalans	ton	63.50	65.00
Oak Bark	ton	15.00	16.00
Ground	ton	—	17.50
Quercitron Bark rough	ton	13.00	15.00
Ground	ton	27.00	29.00
Sumac, Sicily, 27 p.c. tan.	ton	95.00	125.00
Virginia, 25 p.c. tan	ton	63.00	73.00
Valonia Cups	ton	—	—
Beard	ton	—	—
Wattle Bark	ton	62.00	64.00

## TANNING EXTRACTS

Chestnut, ordinary, 25 p.c. tan.	lb.	.04½	.04½
Clarified, 25 p.c. ton, bbls.	lb.	.05	.05½
Crystals, ordinary	lb.	—	—
Clarified	lb.	—	—
Gambier, 25 p. c. tan.	lb.	.19½	.20
Common	lb.	.23½	.24
Cubes, Singapore	lb.	.27	.30
Cubes, Java	lb.	.19	.20
Iemlock, 25 p.c. tan.	lb.	.05	.06
Larch, 25 p.c. tan.	lb.	.03½	.04½
Crystals, 50 p.c. tan.	lb.	.07½	.08½
Mangrove, 55 p.c. tan.	lb.	.09	.14
Liquid, 25 p.c. tan	lb.	.06	.08
Muskego, 23-30 p.c. tan.	lb.	.01½	.02½
50 p.c. total solids	lb.	Nominal	Nominal
Myrobalans, liq., 23-25 p.c. tan	lb.	—	—
*Solid, 50 p.c. tan.	lb.	—	—
Oak Bark, liquid, 23-25 p.c. tan	lb.	.04½	.05
Quebracho, liquid, 35 p.c. tan.	lb.	—	—
35 p.c. tan, untreated	lb.	.07	.08
35 p.c. tan, bleaching	lb.	.07	.08
*Solid, 65 p.c. tan, ordinary	lb.	.09½	.10
*Clarified	lb.	—	—
Spruce, liquid, 20 p.c. tan.	lb.	.01	.01½
50 p.c. total solids	lb.	.08	.10½
Sumac, liquid, 25 p.c. tan.	lb.	Nominal	Nominal
Valonia, solid, 65 p.c. tan.	lb.	Nominal	Nominal

## Oils

Cod Newfoundland	gal.	1.55	1.60
Domestic, prime	gal.	1.44	1.45
Liver, Newfoundland	bbl.	85.00	90.00
Norwegian	bbl.	135.00	150.00
Nominal			

Degras, American	lb.	.11	.12
English	lb.	.28½	.29
*Neutral	lb.	—	—
Horse	lb.	.16½	.17
Lard, prime winter	gal.	2.25	2.30
Off prime	gal.	—	1.85
Extra, No. 1	gal.	1.62	1.65
No. 1	gal.	1.50	1.55
No. 2	gal.	1.45	1.50
Menhaden, Light strained	gal.	1.32	1.35
Yellow, bleached	gal.	1.35	1.38
White, bleached, winter	lb.	1.39	1.40
Northern, crude	gal.	—	1.00
*Southern, crude, f.o.b. plant	gal.	1.00	1.10
Neatsfoot, 20 deg.	gal.	—	3.15
30 deg., cold test	gal.	—	2.75
40 deg., cold test	gal.	2.55	2.60
Dark	gal.	1.40	1.51
Prime	gal.	2.25	2.50
Oleo Oil	lb.	.23	.24
*Porpoise, body	lb.	—	—
*Jaw	gal.	20.00	22.00
Red (Crude Oleic Acid)	lb.	.17½	.18½
Saponified	lb.	.17½	.17½
*Sperm bleached winter			
38 deg., cold test	gal.	2.23	2.25
45 deg., cold test	gal.	—	2.18
Natural winter, 38 deg., cold test	gal.	2.19	2.20
Stearic, single pressed	lb.	.18½	.19
Double pressed	lb.	.19½	.20
Triple pressed	lb.	.20½	.21
Tallow, acidless	gal.	—	1.80
*Prime	gal.	1.52	1.53
Whale, natural winter	gal.	1.43	1.45
Bleached, winter	gal.	1.50	1.52

## VEGETABLE OILS

Castor, No. 1 bbls.	lb.	.26	.27
Cases	lb.	.27	.28
No. 3	lb.	.25	.26
Cocoonut, Ceylon, bbl.	lb.	.15	.16
Ceylon, tanks	lb.	.17	.17½
Cochin, bbls., Dom.	lb.	.18½	.19
Tanks	lb.	.17	.17½
Corn, refined, bbls.	lb.	—	20.52
*Crude, bbl.	lb.	.18	.18½
*Cottonseed, Crude, f. o. b.			
mills, in tanks	lb.	—	.17½
*Summer, yel., prime, bbl.	lb.	.21½	.22½
*White	lb.	—	—
*Winter yellow	lb.	—	—
Linseed, raw car lots	gal.	1.45	1.47
5 barrel lots	gal.	1.50	1.52
Boiled, 5-bbl. lots	gal.	—	1.50
Double Boiled, 5-bbl. lots	gal.	—	1.60
Olive, denatured	gal.	2.50	2.75
Focs	lb.	.24	.25
Palm, Lagos casks	lb.	.20	.22
*Benia	lb.	.17	.18
*Niger	lb.	.17	.18
*Palm Kernel, domestic	lb.	.18	.19
*Imported	lb.	—	—
Peach Kernel	lb.	.19	.19½
Peanut Oil, edible	lb.	.21½	.22½
*Crude, f.o.b. mills	gal.	—	1.37
Pine Oil, white steam	gal.	.57	.58
Yellow, steam	gal.	.56	.57
Poppy Seed	gal.	—	5.00
Rapeseed, ref'd, bbl.	gal.	1.80	1.90
*Blown	gal.	1.90	1.95
*Rosin oil, first rect.	gal.	—	.73
Second	gal.	—	.75
*Sesame, domestic, edible	gal.	—	3.00
*Imported	gal.	—	—
Soya Bean, Pacific Coast	lb.	.11	.11½
New York, bbls.	lb.	.14	.14½
Tar Oil, gen. diat	lb.	—	.35
Commercial	lb.	—	.34

## MINERAL

Black, reduced, 29 gravity 25-30 cold test	gal.	.24	.25
29 gravity, 15 cold test	gal.	.24	.25
Summer	gal.	.24	.25
*Cylinder, light, filtered	gal.	.45	.50
Dark, filtered	gal.	.39	.43
Extra cold test	gal.	.65	.75
Dark steam, refined	gal.	.28	.32
Neutral, white, 29 grav.	gal.	—	.50
Neutral, filtered lemon 33@34 gravity	gal.	—	.35
White 30@31 gravity	gal.	.50	.75
Paraffin, high viscosity	gal.	.40	.41
903 sp. gr.	gal.	.36	.38
Red Paraffin	gal.	.36	.38
Spindle, filtered	gal.	.40	.47
No. 200	gal.	.40	.42
No. 100	gal.	.35	.36
No. 110	gal.	.33	.34
*Nominal			

# Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Miscellaneous		
NAVAL STORES		
(Carloads ex-dock)		
*Spirits Turpentine in bbls..lb.	.76 1/4	.77
*Wood Turpentine, steam distilled, bbls.	.67	.70
*Turpentine, Destructive distilled, bbls.	.62	.65
*Pitch, prime.....200-lb. bbl.	7.75	7.80
Rosin, com., to g'd.....80 bbl.	14.22	14.50
*Tar, kiln-burnt, pure 50-gal.		
bbls.	13.40	13.70
SHELLAC		
D. C. ....lb.	.83	.84
*Diamond 'I' .....		
V. S. O. ....lb.	.80	.81
Fine Orange .....	.64	.67
Second Orange .....	.58	.62
T. N. ....lb.	.57	.58
A. C. Garnet .....	.57	.58
Button .....	.77	.79
Regular, bleached .....	.56	.57
Bone, dry .....	.68	.69
OIL CAKE AND MEAL		
Cottonseed Cake, f.o.b. Texas..	—	—54.50
f. o. b. New Orleans .....	—	—
Cottonseed, Meal, f.o.b. Atlanta	—	—56.00
Columbia .....	—	—53.00
New Orleans .....	—	—
Corn Cake .....	55.00	—57.00
Meal .....	59.00	—64.26
Linseed cake, dom.....short ton	—	—56.00
Linseed Meal .....	—	—56.00
COCOA		
Bahia .....	.15	.16 1/4
Caracas .....	.16	.17
Hayti .....	.13	.14
Maracaibo .....	.24	.28
Trinidad .....	.15 1/4	.16 1/4
DEXTRINES AND STARCHES		
*British Gum, Globe, per 100lbs.	—	—
Dextrine, Corn, white or	—	—
yellow .....	.07 1/4	.07 3/4
*Potato, white or canary....lb.	.18 1/4	.19
*Nominal.		

Starch, Corn, bags & bbls....	4.37	— 4.70
Pearl, Globe, bags & bbls....	4.15	— 4.48
Potato, Domestic .....	—	.11
*Imported, duty paid....lb.	—	.11 1/4

## REFINED SUGAR

(Prices in Barrels)

	Ar. Fed. War	Amer. Nat. bu'le	Ar. Fed. War	Amer. Nat. bu'le
Powdered .....	9.15	9.15	9.15	9.15
XXXX .....	9.20	9.20	9.20	9.20
Confectioners A .....	8.90	8.90	8.90	8.90
Standard Gran. ....	9.05	9.05	9.05	9.05

## Soap Makers' Materials

### ANIMAL AND FISH OILS

(Carlots)

Menhaden, crude, f.o.b. Mills.ga.	1.00	— 1.05
Light, strained .....	1.32	1.35
Yellow, bleached .....	1.35	1.38
White, bleached, winter.ga.	1.39	1.40
Neatsfoot, 20 deg.....gal.	—	3.15
30 deg., cold test.....gal.	—	2.75
40 deg., cold test.....gal.	2.55	2.60
Dark .....	—	1.40
Prime .....	2.25	2.50
Red, (Crude oleic acid).....lb.	.17 1/4	.18 1/4
Saponified .....	.17 1/4	.17 3/4
Stearic, single pressed.....lb.	.18 1/4	.19
Double pressed .....	.19 1/4	.20

### VEGETABLE OILS

Castor, No. 1, bbls.....lb.	.26	— .27
No. 3 .....	.25	— .26
Cocanut, Ceylon, bbls.....lb.	.15	— .16
Ceylon, Tanks .....	—	.17
Cochin, bbls., Dom.....lb.	.18	— .18 1/4
*Prices fixed by Government. *Nominal.		

Corn, crude, bbls.....lb.	—	.18
Refined, barrels .....	21.47	— 21.67
*Cottonseed, crude, f.o.b. mills lb.	—	.17 1/4
Summer, yellow, prime, bbls lb.	—	.21
Winter, Yellow .....	—	.21
Linseed, raw car lots.....gal.	1.45	1.47
5-bbl. lots .....	1.50	1.52
Olive, denatured .....	2.50	2.75
Foots .....	.17	.18
Palm Lagos, casks.....lb.	—	—
Niger .....	.45	.50
Palm Kernel, domestic.....lb.	—	.18
Peanut, edible .....	—	.22 1/4
Crude, f.o.b. mills.....gal.	—	1.57
Pine, white steam.....gal.	.57	.58
Sesame, domestic, edible.....gal.	—	3.00
*Soya Bean, N. Y. bbls.....lb.	.14	— .14 1/4

## GREASES, LARDS, TALLOW

(New York Markets)

Grease, white .....	—	.12
Yellow .....	—	.10
House .....	.10	.11
Brown .....	—	.09
Lard, City .....	—	.12 1/4
Compound .....	.23	.24 1/4
Stearine, lard .....	.29	.29 1/4
Oleo .....	—	.18
Tallow, edible .....	—	.17
City, prime .....	—	.12
Choice Country .....	.17 1/4	.18

(Western Markets)

Tallow, edible .....	.21 1/4	.21 1/4
City Fancy .....	—	.19 1/4
Prime Packers .....	—	.19
Grease, Choice White.....lb.	.17 1/4	.20
"A" White .....	.18	.18 1/4
"B" White .....	.16 1/4	.17
Yellow .....	.17	.17 1/4
Brown .....	.11	.12 1/4
Bone .....	.15 1/4	.15 1/4
House .....	—	.23 1/4
Stearine, prime oleo.....lb.	.27	.27 1/4
Lard, city steam .....	—	.27 1/4
*Nominal.		
†Buyers' Tanks.		

# Imports and Exports of Drugs and Chemicals, Dyestuffs, Etc.

Imports from January 18 to January 25—Exports for the month of November

## Imports

ALUMINUM PALMITATE—	
10 cks., London, A. Klipstein & Co.	
ACONITE ROOT—	
28 bgs., London, Stallman & Co.	
AMMONIUM CARBONATE—	
24 cks., Liverpool, Stanley, Jordon & Co.	
AMMONIUM NITRATE—	
2 cks., Christiana, Benham & Boyesen	
ANILINE COLORS—	
5 cks., Havre, F. Bredt & Co.	
4 cks., Havre, New York Color & Chemical Co.	
14 cks., Havre, W. F. Sykes & Co.	
8 cks., Havre, American Dyewood Co.	
10 cks., Havre, Heller & Merz Co.	
6 cks., Havre, E. M. Thayer & Co.	
9 cks., Havre, T. B. Fortner & Co.	
3 cks., Havre, Audreykovietz & Dunk	
2 cks., Havre, A. Irwin & Co.	
28 cks., Havre, A. Klipstein & Co.	
4 cks., Liverpool, A. K. Kebbun & Co.	
47 cks., Liverpool, Read, Holliday & Sons	
ARSENIC—	
2,385 bbls., Tampico, American Metal Co.	
BARK, MISCELLANEOUS—	
1 bg., Grenada, Willard, Hawes & Co.	
ARROW ROOT, BERMUDA—	
4 bales, Hamilton, In transit	
ARGOLS—	
23 cks., Leghorn, Tartar Chemical Works	
BEE'S WAX—	
195 bgs., South Pacific ports, National City Bank	
36 bgs., South Pacific ports, Guaranty Trust Co.	

32 bgs., South Pacific ports, Guaranty Trust Co.	
73 cks., South Pacific ports, W. R. Grace & Co.	
CARDAMOM SEED—	
75 cks., Calcutta, Dodge & Olcott Co.	
CARNAUBA WAX—	
72 bgs., Rio de Janeiro, Petit Marshall & Co.	
16 bgs., Rio de Janeiro, Produce Trading & Navigation Co.	
CASTOR SEED—	
20 cks., South Pacific ports, W. R. Grace & Co.	
397 cks., Rio de Janeiro, The General Commercial Co.	
27 cks., South Pacific ports, W. R. Grace & Co.	
CHALK—	
750 tons, London, H. F. Tainter & Co.	
CHEMICALS, MISCELLANEOUS—	
10 bbls., Genoa, Scrivanich Dalmazio	
CINNAMON—	
600 bales, Calcutta, C. J. Wilson & Co.	
200 bales, Calcutta, Frame & Co.	
CHICLE GUM—	
14 bgs., Tampico, H. Marquardt & Co.	
1,586 bales, Vera Cruz, Mexican Exploitation Co.	
19 bales, Vera Cruz, J. A. Medina & Co.	
CINNAMON CHIPS—	
100 bales, Calcutta, C. J. Wilson & Co.	
CINNAMON LEAF OIL—	
5 cks., Calcutta, C. I. Wilson & Co.	
CINCHONA ALKALOID—	
6 cks., London, Paris Medicine Co.	
CLOVES—	
300 bales, Durban, British Consul General	
1,850 bales, Durban, Childs & Joseph	
100 bales, Durban, Ashmore, Hatton & Co.	

41-IV cks., Pacific ports, Schaefer & Co.	
41-IV cks., Pacific ports, Schaefer & Co.	
COCAINE—	
6 cks., South Pacific ports, P. De Rondo & Co.	
COCHINEAL—	
40 cks., South Pacific ports, W. R. Grace & Co.	
COCOA BEANS—	
17 bgs., Puerto Cabello, G. Amsinck & Co.	
154 bgs., Puerto Cabello, Willard, Hawes & Co.	
146 bgs., Puerto Cabello, Wood & Selick	
113 bgs., Puerto Cabello, Yglesias & Co.	
20 bgs., South Pacific ports, W. R. Grace & Co.	
1 bg., South Pacific ports, R. A. Putnam & Co., Inc.	
200 bgs., South Pacific ports, G. Amsinck & Co.	
500 bgs., South Pacific ports, R. A. Putnam & Co., Inc.	
322 bgs., South Pacific ports, Habicht, Braun & Co.	
500 bgs., South Pacific ports, Hershey Chocolate Co.	
500 bgs., South Pacific ports, Lawrence, Turnure & Co.	
755 bgs., South Pacific ports, Lawrence, Johnson & Co.	
205 bgs., South Pacific ports, J. S. Sembrada & Co.	
300 bgs., South Pacific ports, G. Amsinck & Co.	
7,250 cks., South American ports, Mercantile Bank of the Americas	
400 bgs., South American ports, Balfour, Williamson & Co.	

130 bgs., Grenada, Gillespie Bros. & Co.  
1 bg., Grenada, Willard, Hawes & Co.  
1 sk., South Pacific ports, W. R. Grace & Co.  
7 cks., South Pacific ports, Mercantile Bank of the Americas  
**COPAIBA BALSAM**—  
5 cs., Central American ports, Mercantile Bank of the Americas  
30 cs., Central American ports, Dodge & Olcott Co.  
**COPRA**—  
200 bgs., Trinidad, Gorgas, Pierre Mfg. Co.  
100 bgs., Trinidad, Franklin-Baker Co.  
**CRESYLIC ACID**—  
94 drums, Avonmouth, C. Storke & Co.  
404 cks., Avonmouth, General Bakelite Co.  
11 drums, Avonmouth, General Bakelite Co.  
**DIVI-DIVI**—  
463 bgs., Trinidad, G. Amsinck & Co.  
**DRUG PREPARATIONS**—  
2 cks., London, T. T. Baker Chemical Co.  
**GUM ARABIC**—  
1 bg., London, Stallman & Co.  
**HERBS, PRESSED**—  
21 bgs., Leghorn, F. B. Vandergrift & Co.  
**HERB SEED**—  
1 cs., Genoa, Thos. Meadows & Co.  
**HONEY**—  
10 bbls., Tampico, H. Marquardt & Co.  
**IPECAC ROOT**—  
40 bales, Rio de Janeiro, The National City Bank  
**IRON OXIDE**—  
27 cks., Liverpool, J. W. Coulston & Co.  
20 cks., Liverpool, J. A. McNulty & Co.  
29 cks., Liverpool, Riches, Piver & Co.  
**INDIGO**—  
100 seroons, Central American ports, Bloom Bros.  
**IODINE**—  
1,443 kegs, South Pacific ports, S. E. Nash & L. Watjen  
**JALAP ROOT**—  
8 bgs., Vera Cruz, H. W. Peabody Co.  
100 bales, Vera Cruz, A. E. Paulson & Co.  
44 bgs., Vera Cruz, Iselin & Co.  
**LINALOE OIL**—  
10 cs., Vera Cruz, H. Marquardt & Co.  
4 cs., Vera Cruz, In transit  
**LINDEN FLOWERS**—  
10 bales, Leghorn, Schieffelin & Co.  
**MANGANESE PASTE**—  
20 bxs., Liverpool, Williams & Willis Co.  
**MANJAK, CRUDE**—  
11 bbls., Trinidad, D. B. Woodward  
**MEDICINAL PREPARATIONS**—  
16 cs., Genoa, N. Monticelli  
3 cs., Genoa, Asselta & Co.  
12 cs., Genoa, J. Personeni  
**MENTHOL**—  
2 cs., London, Baring Bros. & Co.  
20 cs., London, Schultz & Ruckgaber  
30 cs., London, Baring Bros. & Co.  
10 cs., London, Goldman, Sachs & Co.  
30 cs., London, Schultz & Ruckgaber  
10 cs., London, Guarantee Trust Co.  
**MENTHOL CRYSTALS**—  
10 cs., Liverpool, National Bank of South America  
50 cs., London, C. L. Huisking, Inc.  
**MERCURY**—  
36 fasks, Vera Cruz, H. Marquardt & Co.  
95 fasks, Vera Cruz, Poillon & Poi  
**NICKEL SULPHATE**—  
34 cks., Avonmouth, Fuerst Bros. & Co.  
**ORANGE OIL**—  
60 cs., Port Antonio, Gillespie Bros. & Co.  
10 cs., Port Antonio, West Indies Trading Corporation  
**ORCHIL LIQUID**—  
5 cks., Liverpool, W. A. Ross & Co.  
**PERFUMERY**—  
46 cs., Havre, A. H. Smith & Co.  
3 cs., Liverpool, Bernard, Judea & Co.

**PHARMACEUTICAL PRODUCTS**—  
10 cs., Barcelona, J. A. Medina & Co.  
**QUEBRACHO EXTRACT**—  
857 bbls., Buenos Ayres, New York Quebracho Extract Co.  
1,906 bgs., Buenos Ayres, Tanners Council of United States of America  
2,430 bgs., Buenos Ayres, E. Naumberg & Co.  
674 bgs., Buenos Ayres, National Shawmut Bank  
**QUININE BARK**—  
186 bales, South Pacific ports, W. R. Grace & Co.  
**ROOTS, MEDICINAL**—  
12 cks., London, Schieffelin & Co.  
**SARSAPARILLA ROOT**—  
14 bgs., Vera Cruz, Graham, Hinckley & Co.  
**SHEEP DIP**—  
20 cs., Liverpool, Pablo, Calvet & Co.  
**SILVER SULPHIDE**—  
2 cs., South Pacific ports, Huth & Co.  
17 cs., South Pacific ports, W. R. Grace & Co.  
**SOAP POWDER**—  
240 bgs., London, Cereal Soaps Co.  
**SPICES, EXHAUSTED**—  
2 cs., Liverpool, D. Dunlop  
**SPONGES**—  
6 pkgs., Cristobal, Loranoe Hick  
35 bales, Nuevitas, Leousi, Clonney & Co.  
**SYRUP, MEDICINAL**—  
50 cs., Genoa, Alps Drug Corporation

## Exports

**ACID, CARBOLIC**—  
1,478 lbs., British Guiana; 110 lbs., Portugal; 50 lbs., Ecuador; 367 lbs., Colombia; 72 lbs., Panama; 154 lbs., Brazil; 355 lbs., Salvador; 110 lbs., Argentina; 3 lbs., San Domingo; 20 lbs., Trinidad; 2 lbs., Jamaica; 1,300 lbs., British South Africa; 2,300 lbs., San Domingo; 238 lbs., Norway; 30 lbs., Norway  
**ACID NITRIC**—  
766 lbs., Colombia  
**ACID, SULPHURIC**—  
6,679 lbs., Venezuela; 360 lbs., Dutch Guiana; 8,610 lbs., French West Indies; 2,301 lbs., Colombia; 1,126 lbs., Brazil; 97,939 lbs., Mexico; 31,000 lbs., Trinidad; 109,700 lbs., British Guiana; 15 lbs., Panama  
**ALCOHOL**—  
1,386 gallons, Italy; 20 gallons, Colombia; 1 gallon, Cuba; 38,994 gallons, France  
**BEES WAX**—  
260 lbs., British South Africa; 30 lbs., Dutch Guiana; 402 lbs., Cuba  
**CALCIUM CARBIDE**—  
2,700 lbs., Venezuela; 20,000 lbs., Costa Rica; 4,000 lbs., Bolivia; 1,584 lbs., Panama; 110 lbs., Brazil; 205,000 lbs., Chile; 22,600 lbs., Peru  
**COAL TAR**—  
6 bbls., Nicaragua; 12 bbls., Venezuela; 10 bbls., Hayti  
**COPPER SULPHATE**—  
11,200 lbs., British South Africa; 100 lbs., French East Indies; 93,665 lbs., Denmark; 10 lbs., San Domingo; 95,275 lbs., Norway; 160 lbs., Colombia; 626 lbs., Cuba; 80,500 lbs., Argentina; 5,000 lbs., Jamaica; 40 lbs., Dutch East Indies; 118,950 lbs., Mexico  
**CORN STARCH**—  
40 lbs., Hayti; 11,200 lbs., Norway; 4,967,620 lbs., England; 40 lbs., Virgin Islands; 131 lbs., Chile; 172,876 lbs., Scotland; 50 lbs., British East Indies; 1,330 lbs., Cuba  
**GLYCERIN**—  
228,395 lbs., Italy; 56 lbs., Spain; 50 lbs., Norway; 100,297 lbs., Japan; 100 lbs., British South Africa; 1,200 lbs., Venezuela; 250 lbs., Guatemala; 25 lbs., Honduras; 215 lbs., San Domingo; 25 lbs., Hayti  
**HOPS**—  
155 lbs., Jamaica; 200 lbs., Venezuela; 32,385 lbs., Argentina; 25 lbs., British West Indies; 2,778 lbs., British South Africa; 57 lbs., Panama  
**HONEY**—  
14 lbs., Newfoundland  
**LIME CHLORIDE**—  
12,600 lbs., France; 960 lbs., Venezuela; 60 lbs., Hayti; 56,051 lbs., Cuba  
**MERCURY**—  
18 lbs., Chile; 10 lbs., Colombia  
**PARAFFIN WAX, CRUDE**—  
27 lbs., Argentina; 44,800 lbs., Chile  
**PARAFFIN WAX, REFINED**—  
26,700 lbs., Japan; 698 lbs., Dutch East Indies; 144,822 lbs., Venezuela; 88,000 lbs., Uruguay; 51,640 lbs., Brazil; 200,054 lbs., Norway; 33,600 lbs., Portugal; 4,400 lbs., Spain; 1,111,856 lbs., Chile; 25,946 lbs., China; 170 lbs., New Zealand; 300,600 lbs., British South Africa; 201,022 lbs., Peru; 6,507 lbs., British Guiana; 217,462 lbs., Colombia  
**GLUCOSE**—  
804 lbs., Cuba  
**PEPPERMINT OIL**—  
10 lbs., Trinidad  
**POTASSIUM CHLORATE**—  
44 lbs., Norway; 2,640 lbs., Trinidad; 1,568 lbs., Uruguay; 2,466 lbs., Dutch Guiana; 1,560 lbs., San Domingo; 3,360 lbs., Ecuador; 96,500 lbs., Spain; 25,200 lbs., Peru; 250 lbs., Panama; 150 lbs., Norway; 3 lbs., British West Indies; 57,120 lbs., British South Africa  
**SODA, ASH**—  
401,986 lbs., British South Africa; 136,700 lbs., Mexico; 1,800 lbs., British Guiana; 700,800 lbs., Norway; 2,880,830 lbs., Brazil; 234,569 lbs., Chile; 318,900 lbs., Denmark  
**SODA, CAUSTIC**—  
192 lbs., Portuguese Africa; 6,439 lbs., Honduras; 4,732 lbs., British South Africa; 2,838 lbs., Australia; 13,680 lbs., Nicaragua; 179,560 lbs., Venezuela; 208,470 lbs., Colombia; 28 lbs., French West Indies; 155,629 lbs., Mexico; 7,400 lbs., Panama; 15,000 lbs., San Domingo; 501,434 lbs., Chile; 646,225 lbs., Cuba; 2,773 lbs., France  
**SODA, SAL**—  
750 lbs., China; 312 lbs., Mexico; 625 lbs., Venezuela; 9,000 lbs., Cuba; 5,000 lbs., Peru; 39,625 lbs., Panama; 1,160 lbs., British West Indies  
**SODIUM SILICATE**—  
428 lbs., New Zealand; 14,966 lbs., Colombia; 108 lbs., Peru; 15,972 lbs., Venezuela  
**SPONGES**—  
1 lb., Panama; 63 lbs., Japan; 60 lbs., Dutch East Indies; 4 lbs., Newfoundland; 2 lbs., Jamaica; 118 lbs., Argentina; 145 lbs., Chile; 7 lbs., Venezuela; 115 lbs., Peru  
**SULPHUR, CRUDE**—  
150 tons, Argentina; 22 tons, British South Africa; 1 ton, Barbados; 156 tons, Brazil  
**VEGETABLE OIL**—  
9,750 lbs., Salvador; 4,000 lbs., New Zealand; 27,389 lbs., Mexico; 1,900 lbs., Dutch Guiana; 300 lbs., Colombia; 58,285 lbs., San Domingo; 775,469 lbs., Chile; 1,227,049 lbs., French Indies; 386,000 lbs., Italy; 82,000 lbs., Panama; 49,643 lbs., Newfoundland; 337,578 lbs., Argentina  
**ZINC OXIDE**—  
325 lbs., Miquelon; 3,527 lbs., British West Africa; 38,400 lbs., Dutch East Indies; 4,200 lbs., New Zealand; 301 lbs., Dutch East Indies; 10 lbs., Hayti; 70,000 lbs., British West Indies; 140,000 lbs., Norway; 400 lbs., Nicaragua; 8,059 lbs., Cuba; 20,600 lbs., Chile; 12,200 lbs., Portugal; 200 lbs., Dutch East Indies

The National Aniline & Chemical Company have continued to hold exhibits in various cities, following the two very successful displays of their dyestuffs held in the National Textile Show in September, and the Chemical Show in October in this city.

These exhibits attracted so much attention that heads of various department stores invited the company to place their exhibit on view in their stores for specified weeks. Such requests were granted where possible,

and the exhibit has now been shown in the following places: B. Altman & Co., New York; Jordan Marsh & Co., Boston; C. T. Sherer Company, Worcester, Mass.; Albert Steiger Company, Springfield, Mass.; L. Bamberger & Company, Newark, N. J.; Hunter Tuppen Company, Syracuse, N. Y.; Joseph Horne Company, Pittsburgh, Pa.; Worcester County Fair, Mass. For the two weeks ending Jan. 25, it has been at the store of Woodward & Lothrop, Washington, D. C.



## New Incorporations

Naylon Drug Stores, Buffalo, N. Y., capital \$15,000. P. H. Brown, E. P. Widmer, W. J. Naylon, Buffalo.

Acme Dyestuff Co., Manhattan, capital \$10,000. J. and S. S. Roth, B. F. Lippold, 113 West 85th Street, New York.

Schaeffer Medical Appliance Mfg. Co., Manhattan, capital \$20,000. W. H. Schaeffer, J. L. Waters, M. Wyner, 1970 Mapes Avenue, New York.

Rapid Dispenser Co., Manhattan, capital \$50,000. To make liquid dispensing devices. G. Panopulo, D. Weir, L. Siegel, 3547 Broadway, New York.

Cralenor Corporation, Dover, Del., capital \$350,000. To deal in lubricants of all kinds. A. W. Britton, Samuel B. Howard, Philip L. Neisser, all of New York.

The Post Chemical Manufacturing Company, Cleveland, O., capital \$25,000, Bernard H. Buell, M. P. Buell, H. S. Post, Hal H. Post, A. B. Post.

Eureka Chemical Company, East Moline, Ill., capital \$100,000. Albert C. Young, H. R. Cox, and F. H. Railsback.

Trutona Medicine Company, Louisville, Ky., capital \$10,000. Clarence M. Gaines, A. H. Stowers, J. G. Galloway, George H. Mosely, C. R. Maddox, and Henry Kohon, all of Bowling Green, Ky. A debt limit of \$5,000 is fixed.

McCrum Drug Company, Inc., Lexington, Va., capital \$25,000. M. B. Corse, president; F. Cleveland Davis, secretary, Lexington.

Moore Chemical Corp., Manhattan, capital \$10,000. A. M. Chawmow, H. F. Moore, S. Nusim, 215 West 111th Street, New York.

J. Goodman, Manhattan, capital \$20,000, to deal in drugs. J. and E. S. Goodman, L. A. Grossman, 152 East 80th Street, New York.

United Sulphur Co., Dover, Del., capital \$1,000,000. M. L. Rogers, L. A. Irwin, W. G. Hinger, all of Wilmington, Del.

Gypsy Cola Co., Dover, Del., capital \$50,000, to manufacture extracts and syrups for non-alcoholic drinks, etc. A. M. Confer, Louis G. Weaver, Frank Weaver, all of Philadelphia, Pa.

Illinois Stock Medicine Co., Quincy, Ill., capital \$20,000. R. E. Whitfield, W. Emery Lancaster, E. Best, of Quincy.

Conrad Chemical Co., Chicago, Ill., capital \$18,000. Samuel Koenigsberg, David H. Lewis, Harry Krom.

Manufacturers' Oxygen Co., Trenton, N. J., capital \$50,000. John Milton, Benjamin Treacy, John L. Ridley, all of Jersey City, N. J.

Republic Druggists Syndicate, Inc., Manhattan, capital \$200,000. J. and E. and N. Boradman, 561 Fox Street, New York.

Balator Beverage Co., Manhattan, capital \$100,000. M. Gordon, L. A. and S. C. Dresdner, 75 Grand Street, New York.

Westchester Drug Co., Yonkers, N. Y., capital \$25,000. W. Heldemark, J. Egerman, L. Cooper, all of Yonkers.

Royeleum Products Co., Dover, Del., capital \$500,000. Chemists, druggists, etc. John E. Kircher, John Zehr, Eli J. Blume, Edward H. Kircher, all of Walcott, Ind.; R. F. Zehr, Monticello, Ind.

Orange Cup Co., Brooklyn, N. Y., capital \$50,000. Manufacture syrups. R. Feller, L. Miller, H. Fox, 238 Christopher Avenue, Brooklyn.

Harbor Sales and Manufacturing Co., Manhattan, capital \$10,000. Drugs, chemicals and general merchandise. J. Dunne, V. V. Smith, J. T. Hogan, 27 Cedar Street, New York.

**Capital Increases**—Norwich Pharmaceutical Co., Norwich, N. Y., from \$1,500,000 to \$5,000,000.

Alpha Chemical Works, from \$100,000 to \$230,000.

**Authorizations**—Gardiner-McInnes Co., Delaware, paints, varnishes and chemicals. Representative, McA. Howard, 258 Broadway, New York.

Synthetic Drugs, Ltd., Canada, capital \$200,000. Representative, G. A. Webster, Buffalo, N. Y.

**Capital Reduction**—Cassella Color Co., Manhattan, from \$1,500 to \$500.

The A/B John Ohlssons tekniske Fabrik is increasing its capital from \$71,000 to \$142,000. This company built a new factory at Ulvsunda, Sweden, about a year ago for the manufacture of chemicals and has paid a dividend of 20 per cent.

The A. Joncaire, Inc., has been incorporated in Massachusetts for the manufacture and sale of perfumery; capital stock of \$25,000. The incorporators are Earle S. Powell of Somerville, Thomas S. Browne of Somerville and John F. Stone, Jr., of Boston.

Lever Bros., soap manufacturers, of Cambridge, Mass., are erecting a new glycerin building on the Harvard Street side of their property. When this building is completed the company will have enclosed the entire city square with brick buildings, making one of the most complete manufacturing establishments in the country.

# Want Ads

**PAYMENT** in all cases should accompany the order; add 10c if answers are to be forwarded.

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Samson Rosenblatt has sued Harry Baron for \$18,406 for failure to carry out contracts for the delivery of insoluble saccharin.

The Duriron Castings Co., has sued the King Chemical Co. for \$2,600 in the New York Supreme Court for chemical apparatus.

H. J. Macbeth, Inc., of Manhattan, chemicals, has been incorporated with capital of \$100,000 by H. J. Macbeth, C. W. Holloway and A. P. Anderson. Mr. Macbeth was formerly vice-president of Ralph L. Fuller & Company, Inc.

Following months of experimental work with cotton fibres and other by-products secured in the production of explosives the E. I. duPont de Nemours Powder Company has started using these materials in the manufacture of paper.

A statement issued by the Canadian Department of Trade and Commerce gives the value of drugs, dyes and chemicals imported during the twelve months ending with November, 1918, as \$32,336,426, as compared with \$26,197,916 during the previous twelve months.

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